# American Perfumer

### and Essential Dil Review

Vol. XXIII

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No. 12

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# American Perfumer

### and Essential Dil Review

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NEW YORK, FEBRUARY, 1929

Vol. XXIII. No. 12

### A Cosmetic Bill in New York

I N another column of this issue, there appears the complete text of a bill introduced in the New York State Assembly by Assemblyman E. P. Doyle of Kings County, who sponsored the bill which was defeated last year. Mr. Doyle has taken a slightly different tack this year in framing his measure and one which seems even less likely to sit well with the manufacturers and the retailers than last year's effort.

Without entering again into the question of the total lack of necessity for any such measure, which we have voiced so many times in the past, we feel that we must comment adversely upon the new measure upon wholly other grounds.

The chief provision of the new bill is that the labels upon all cosmetics and toilet preparations must bear a statement regarding the formula which asserts that it contains none of a long list of allegedly harmful ingredients. Now Mr. Doyle has not gone halfway in specifying the materials which he feels are harmful. He has drafted a statement which must be placed upon all labels containing no less than seventyone words. Familiar as we are with the printing business, we know of no type style small enough to print seventy-one words on a lipstick label or on one of the small perfume containers so popular in some of the chain stores. Obviously, this requirement is wholly impossible of fulfillment.

The bill also provides that the name and address of the manufacturer or compounder and the year in which the product was manufactured shall appear on the label, thus virtually doing away with private formula work.

Penalties are provided for the sale of any toilet preparation which upon chemical analysis shall be found to contain any of the allegedly harmful ingredients "in a quantity sufficient to be injurious to health," leaving, most conveniently, the decision as to what such quantity may be to the discretion of an undesignated authority. It is not difficult to imagine what such a provision will lead to.

Mr. Doyle could not well have drafted a worse bill either from the standpoint of the manufacturers and retailers or from that of the general public. We cannot urge its defeat too strongly.

### The Tariff Revision Problem

In our last two issues, we have published a complete review of the testimony brought forward on behalf of the various interests which appeared before the Ways and Means Committee of the House to advocate changes in the existing tariff law. In most instances the requests of those interested in raw materials, finished products and supplies for the perfume, soap and toilet preparations industry, seem to us to be moderate. In fact, in many instances, even with the additional protection desired, the rates will be less than the difference between the costs of production here and abroad, which is generally conceded to be a fair basis for assessing duties.

Most of the difficulties and disagreements which have arisen over the proposals seem to be less a matter of rates than of administration. For example the conflict over the valuation of American made products on the one hand and the classification of imported compounds, particularly where prices are determined by a Cartel which does not include the United States in its selling operations, is quite apart and aside from the determination of fair and adequate rates of duty on such materials as are imported.

Of course, there is always the danger, emphasized to some extent at this time, of a too rapid and too extreme advance in some rates. The present law is deficient in some respects and these deficiencies should be remedied promptly on the basis of existing evidence. It should be remembered that the finished products of the manufacturer are the raw materials of his customer, and that the welfare and prosperity of the consumers is a determining factor in the general well being of industry.

Undue haste in making a general revision of all tariff rates may cause many difficulties and headaches later. Emergency revision covering the schedules in which it is needed should be undertaken at once. More careful consideration of the other schedules will lead to more equitable rates and more complete protection for both producer and consumer.

We feel that the difficulties encountered in the operations of our industries under the present law can be corrected without undue disturbance or hardship to anyone.

### An Added Attraction for Industry

TOWNS and cities are ever on the lookout for industries seeking locations for plants and branches. Many of them are willing to go to considerable trouble and expense in attracting industrial units to their communities. And manufacturers in the past have been prone to accept at face value the advantages outlined by aggressive and active chambers of commerce and boards of trade with results which have not always been wholly satisfactory or profitable.

There are signs that this more or less easy going attitude on the part of the manufacturers is becoming a thing of the past. More study and thought is being given to the problem with results more satisfactory to the manufacturer and more to the advantage of the community.

A surprising development in the choice of industrial locations, however, has been the insistence of many manufacturers that the towns which bid for their plants should have adequate and modern recreational facilities. Possibly it is the growth of out-door sports, the tendency of more to play and fewer to watch, the dissatisfaction of employees addicted to golf who find the new town without even a nine hole course, or a more human and humane point of view on the part of the employers. Maybe all are influences, but the fact remains that the town without satisfactory park and recreational facilities is decidedly handicapped in bidding for the industrial plant which is to move or to open a branch.

There is no good reason why this should not be so and many reasons why it should. When boards of trade and other business bodies realize the trend, there will be many towns more attractive and liveable and possibly a better distribution of industrial effort. We would urge the communities to consider this new feature of the industrial situation seriously, and the employers to continue to demand it in the interest of better communities and more satisfied and happier employees.

### The Growing Interest in Foreign Trade

THE idea of foreign trade, of imports and exports, and of vessels putting out to sea laden with the products of agriculture and industry has been and still in large measure is associated with the atmosphere of the dock and the roadstead. We think of bustling harbors, the hoarse scream of tugboat whistles and stevedores and roustabouts singing at their work. To export you must reach the sea and the sea, especially to the inlander, is a mysterious thing.

It is no longer necessary, however, to own a plant on the waterfront or a warehouse on the wharf to have and use a considerable knowledge of foreign trade methods and machinery, or to place the products of the industrial plant in the shops of the merchants in foreign countries. Nor is a visit to the seaboard for investigation needed to carry on an extensive and growing foreign business with both profit and satisfaction.

So rapid has been the growth of the export interest in this country and so widespread the demand for information on foreign trade that a large body of information on its methods and problems has been accumulated and is available in the interior. Sixty-

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AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, 81 Fulton St., New York City.

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Accept our best wishes for 1929.

With kindest personal regards from the writer, we remain

Sincerely yours, The Klinker Manufacturing Co. Gus C. Weil.

nine chambers of commerce in the United States now conduct foreign trade bureaus and this number is steadily increasing. Many of these bureaus are located in cities, far from the seaboard. There is no reason why the inland manufacturer should be at any disadvantage in conducting his foreign business. Facilities and information are doubtless ready to his hand, He need only use them.

### Scientific Inventories

THE Chief Co-ordinator of the United States, whose duties involve the standardization of practice in the various government departments and the co-ordination of their activities where there is an overlapping of functions, has perfected and issued a form of the proposed Federal Standard Stock Catalogue. The purpose of this catalogue is to afford a method by which inventories of supplies on hand in the several divisions of the government may be kept in accordance with a single system and in a fashion which will enable the co-ordinator to determine at once, what supplies are on hand, in what general classification they fall and in what division of the government, or office, they may be found.

The complexity of the governmental machinery makes the average business look simple indeed, but there is no doubt that a similar handling of stock records would be a material asset to almost any business house. Easily comparable and detailed reports on raw materials, finished goods and supplies on hand are found only too infrequently. They are particularly desirable in the toilet preparations industry where the question of slow moving and fast moving articles is of considerable importance to the manufacturer. An examination of the work of the Chief Co-ordinator will undoubtedly repay the manufacturer in our industries for the time and trouble of making such an examination.

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### Tariff Hearings Nearly Finished

Brief Filed by A.M.T.A. Covering Recommendations
Oil and Fat Duties Opposed
Lanoline Duty a Problem

ASHINGTON, February 15.—Tariff hearings are drawing to a close and actual writing of the bill by the Republican subcommittees of the Ways & Means Committee will soon be under way, with the expectation that the measure will be ready for the House when Mr. Hoover calls the new Congress into special session in April. Administrative provisions will be taken up by the committee on February 25 and after hearing the testimony on such fundamental propositions as the valuation basis of the new tariff and flexible tariff procedure, executive work will begin. Reps. L. H. Hadley, of Washington, and R. S. Aldrich, of Rhode Island, compose the subcommittee on the chemical schedule. Rep. Charles L. Faust, the third member of the subcommittee on Schedule I, died early in lanuary.

### A. M. T. A. Files Additional Brief

The Ways and Means Committee has issued an additional brief which has been filed on behalf of the American Manufacturers of Toilet Articles by A. M. Spiehler, chairman of the Special Tariff Committee and W. L. Crounse, Washington Representative of the association. This brief covers the subject matter of Mr. Crounse's testimony before the committee. It reads as follows:

"Supplementing the resolutions of the American Manufacturers of Toilet Articles filed with your committee during the hearing on the chemical schedule on January 9, we beg to submit certain data regarding the occurrence, importation and revenue derived therefrom and technical uses in the perfume industry of ambergris, castoreum, civet and musk (paragraph 61 of the Tariff Act of 1922), and floral waters (paragraph 63), which we are asking your committee to transfer to the free list.

### Products Do Not Compete With Any American Industry

"None of the products which we have asked to be transferred to the free list are produced within the boundaries of the United States and, therefore, no protective principle is involved. The total quantity required by the perfume industry is very small; therefore, the total duty collected at the rate of 20 per centum is negligible from a national revenue standpoint, while the almost universal employment of these products in the manufacture of perfumery makes any duty whatever a distinct burden to the entire industry. The observance of scientific principles in the structure of the tariff law would dictate the restoration of all these products to the free list where they were carried for many years.

### Importation and Revenue

"The total value of the imports of the five products in question during the calendar years 1927 was \$394,800, while the duty collected amounted to but \$78,970, two-thirds of which was derived from the single item musk. The average duties collected during the past five years were approximately \$54,000 per annum.

"The following table shows the imports of the five articles

for the five calendar years 1923-27, and the duties collected thereon:

IMPORTS OF AMBERGRIS, CASTOREUM, CIVET, MUSK IN GRAINS OR POUS AND FLORAL WATERS

Year	Am- bergris, Pounds	Castoreum, Ounces	Civet.	Musk in Grains or Pods, Pounds	Floral Waters, Pounds
1923 1924 1925 1926 1927	38 107 223 114 491	8,902 2,336 1,362 2,556 4,620	21,878 10,776 11,650 12,080 11,220	719 1,162 573 410 734	191,532 157,511 94,500 160,500 212,800
		Value			
1923 1924 1925 1926 1927	29,380 80,400 12,300	\$1,206 808 300 1,600 2,500	\$44,230 23,500 26,500 25,000 22,000	\$151,000 167,900 203,000 128,400 256,000	\$15,470 21,000 13,200 17,700 18,900
		Duty			
	1923	1924	1925	1926	1927
Ambergris Castoreum Civet Musk† Floral waters	241	\$5,875 161 4,705 33,572 4,204	\$16,070 60 5,300 40,600 2,650	\$2,460 320 5,000 25,700 3,540	\$19,100 510 4,430 51,150 3,780

\*In grains or pods, \*This does not include 20 pounds free from the Philippine Islands, valued at \$2,244.

#### Origin

"With the exception of ambergris all the products in question are produced exclusively in foreign countries and with the exception of floral waters none of them are the products of established industries. There is, therefore, no competition between these articles and similar goods produced by American industries.

"Ambergris. Ambergris is a morbid secretion found in the bodies of whales, possibly occurring as the result of a disease. Occasionally the ambergris is expelled from the mouth of the whale and floats about at sea until cast up on the shore. The occurrence of ambergris, therefore, is abnormal and its discovery purely accidental; hence it has no industrial position with respect to its origin. Ambergris occurs in masses, varying from a few ounces up to several hundred pounds; hence the quantity coming on the market is subject to great fluctuations.

"Castoreum. Castoreum is a secretion obtained from the castor beaver. The entire consumption in the United States with the exception of a very small quantity is supplied by Canada where it is a comparatively unimportant by-product of the fur industry.

"Civet. Civet is derived from certain glands of the civet cat of which there are two varieties, the African and the Asiatic. The only civet imported into the United States at the present time comes from Abyssinia where it is produced by a few natives who keep the civet cats in herds of from 100 to 300. The male cat produces the civet which when collected is of an oily, honey-like constituency. Twice a week the glands of the cats are emptied, the quantity obtained being about one-eighth to one-fourth of an ounce on each occasion. Civet is collected by traders in Hara, Abyssinia, where the natives bring the product from their remotely situated farms. Much of the product which reaches this country is adulterated with various substances

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including banana pulp, glycerine, honey and water. The odorous principle in civet is skatol which has been experimentally produced by artificial means. The artificial civet, however, is said to differ substantially from the genuine and to be much inferior thereto.

"Musk. Musk is classified in three grades. The most inferior grade is known as Cabardine musk and is obtained from musk deer found in Mongolia and Siberia. A better grade is that produced in the southern part of the Himalayan Mountains in the Bengalei District of India, and is sold and used principally in England. The highest grade, which is the only one imported into this country to any extent and employed by our perfume industry, is Chinese musk which is produced largely in the Province of Yunan. The musk deer are usually found in high mountains where the native hunters pursue them with arrows and infrequently with modern rifles or catch them in snares or with aid of trained dogs. The musk is a secretion of a gland technically known as a "pod" which after removal from the dead animal is dried, put up in packages and transported to the market. Most of this traffic is handled through Shanghai,

"Floral Waters. Floral waters are produced chiefly in southern France. They result from the distillation of certain essential oils as, for example, the oil of neroli, made from orange blossoms. The oil is distilled from the blossoms with steam and the vapor subsequently condensed, leaving the water saturated with the oil. The oil floating on top is skimmed off and sold as such, leaving the impregnated floral water as a by-product. This is sold to perfumers in France or exported to foreign countries.

### Technical Uses in the Perfume Industry

"Ambergris. Ambergris is made up in a tincture and is employed as a binder for high-class handkerchief extracts. It not only strengthens the essential oils employed in the manufacture of these extracts, but renders them less volatile and therefore gives the finished perfume a more lasting character.

"Castoreum. Castoreum is employed as a fixative in the perfume industry and is used to give life and brightness to a perfume, greatly intensifying the odor of the essential oils and other ingredients employed. Castoreum is much used in the manufacture of incense for fumigation purposes.

"Ciret. The function of civet in the manufacture of perfumery is similar to that of castoreum. Both products are used in both the cheaper and more expensive grades of goods. The French perfume manufacturers are very partial to the use of civet because of the pungent penetrating fragrance it lends to perfume in which it is used. Both castoreum and civet are employed as tinctures. Civet is largely used in the preparation of special perfumes employed in the manufacture of toilet soaps. Soap producers are not required to use alcoholic tinctures of civet because the crude materials can be readily worked up with the essential oils used to perfume the soap.

"Musk. Musk is also made up in tincture form for use by the perfumery industry and is employed in numerous grades of perfumery, extracts, toilet waters and soaps. The function of musk is to give character to an extract, to render it more aromatic, and to intensify the fragrance of the essential oils employed. In many instances musk is employed for substantially the same purpose as civet.

"Foral Waters. Floral waters are largely employed in the production of inexpensive perfumes, colognes, toilet waters, etc. Rosewater, one of the commonest forms of floral waters is largely used with glycerine in the manufacture of hand lotions; also in the compounding of a universally used eyewash and in this latter connection it occupies an important position in medicine. Orange floral water is another widely used form of floral water and in addition to being employed in inexpensive perfumes is used to a substantial extent as a flavoring material in cakes and confectionery.

### Conclusion

"It will be seen, therefore, that these products do not compete with American industry and, in fact, can hardly be said to be of industrial importance even in the countries of origin. From a revenue standpoint they are hardly to be seriously considered, the average customs receipts from the five products during the past five years averaging only \$54,625 per annum. On the other hand, they are almost universally employed in the perfume industry; hence the removal of the duty thereon will assist all manufacturers, both great and small, and in particular would relieve the small perfume manufacturer in whose operations some of these products are used to a greater extent than in those of the largest producers."

### Other Briefs Filed

Several briefs on the chemical schedule were filed with the Ways and Means Committee subsequent to the hearings January 7-9. F. M. Barnes, of Cincinnati, filed a brief on behalf of the American Laundry Soap Manufacturers' Association, in support of his recommendation to the committee that tallow be put on the free list when denatured and rendered unfit for use as food or for any but mechanical and manufacturing purposes. Nothing can be gained by keeping tallow on the dutiable list, Mr. Barnes contended, as the supply of tallows and greases is diminishing, due to the fact that there is no increase in cattle killing. He explained that only 30 per cent. of the tallow available to the soap kettle comes from the killing of live stock, and that the other 70 per cent consists of shop fats produced from the scraps from butcher shops, restaurants, etc., which are rendered and which have been sold to the consumer at meat prices so that no duty would be reflected back to the consumer.

### Soap Men Oppose Oil Duty

Tariff or no tariff, the soap manufacturers are compelled to import oils and fats because there is a deficiency of one billion pounds a year in the domestic supply, John B. Gordon, secretary of the Bureau of Raw Materials for American Vegetable Oils and Fats Industries, declared in commenting on Mr. Barnes' brief. No increase in the supply from the packing houses is likely, he pointed out, as cattle are not slaughtered for their fat. No increase can be looked for in the supply of shop fats as this is a by-product industry that cannot expand, and no increase in the supply of vegetable oils can be hoped for as production of these oils is limited by the tremendous surplus of cake and meal.

When the only solution of the problem is placing the nondrying industrial oils and fats on the free list, after denaturing them to render them unfit for use as food, farm organizations and manufacturers come forward with a proposal that a duty of 45 per cent be placed on all somemaking oils and fats, inclusive of importations from the Philippines, declared Mr. Gordon.

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### Perfume Tax Refunds Being Made

Decline in Foreign Trade in Soaps and Toilet Preparations Shown in Calendar Year Totals

WASHINGTON, D. C., Feb. 15.—Collectors of customs are making refunds of the internal revenue tax of \$1.10 per wine gallon on imported alcoholic perfumery in conformity with the decision of Judge Adamson, of the U. S. Customs Court, February 28, 1927, sustaining the protest of Roger & Gallet, New York, against the classification of perfumery as subject to this tax, levied by the Revenue Act of 1918, in addition to the customs duties of 40 cents per pound and 75 per cent ad valorem collected under paragraph 62 of the Tariff Act of 1922.

A syllabus of the Customs Court's decision reads: "No. 2181—Protest 70243-G of Roger & Gallet, New York. This protest is against the classification of perfumery as subject to the internal revenue tax of \$1.10 per gallon in addition to 40 cents per pound and 75 per cent ad valorem under paragraph 62, Tariff Act of 1922. Opinion by Adamson, J. The evidence supports the contention, the protest was sustained and the collector directed to refund the internal revenue tax."

The distinction made here is between alcoholic perfumery and perfumes containing distilled spirits. Section 600 (c) of the Revenue Act of 1918 provided that. "In lieu of the internal revenue tax now imposed thereon by law there shall be levied and collected upon all perfumes hereafter imported into the United States containing distilled spirits, a tax of \$1.10 per wine gallon, and a proportionate tax at a like rate on all fractional parts of such wine gallon. Such tax shall be collected by the collector of customs and deposited as internal revenue collections. . . ."

The effect of the decision of the Customs Court, as explained by J. D. Nevius, Deputy Commisioner of Customs, was to remove application of the internal revenue tax from imported perfumery, on which it had been levied and collected under protest, but to let the tax stand on imported perfumes. In a decision April 29, 1925, the U. S. Court of Customs Appeals (Arden v. U. S.), held that the part of Paragraph 62 of the Tariff Act of 1922, which taxes alcoholic perfumery was not intended as a substitute for section 600 (c) of the Revenue Act of 1918, which taxes imported perfumes containing distilled spirits, and held that both are operative. The court recognized no distinction between "perfumery" and "perfumes," as it stated in its opinion that "the congressional intent was to levy a tax on alcoholic perfumes imported, equal to the internal revenue tax imposed on domestic alcohol. The fact remains that Congress ordered both to be collected and hence two separate taxes were collected on the same articles of impor-

### Unemployment Committee to Report

The report of the Committee on Recent Economic Changes of the President's Unemployment Conference is expected to be completed in late March or April. The committee has been studying data obtained for them by the National Bureau of Economic Research. Edward Eyre Hunt, secretary of the committee, stated that for more than a year the Na-

tional Bureau had been gathering facts under the direction of Dr. Edwin F. Gay and Dr. Wesley C. Mitchell, research directors of the bureau, on recent economic changes in consumption, standards of living, transportation, industry, marketing, labor, management, agriculture, price movements, profits, interest and wages, capital accumulation and investment, for markets and loans, money and banking, and other pertinent subjects.

### To Investigate Bankruptcy Causes

Specialists in business ills attached to the Department of Commerce have set out to isolate the germ of bankruptcy. It is their belief that if this organism can be identified it will then be possible to put a crimp in its pernicious activities which occasionally reach epidemic proportions in the business world. The prevalence of business failures from time to time partakes of somewhat the same nature as the "flu," according to the theory of the Commerce Department's diagnosticians. They are planning to examine the records of bankrupt firms to determine the fundamental causes of business mortality.

The investigation will have its start in Louisville, Ky, as a part of the survey of the grocery trade now under way in that city. A check made in Louisville revealed that of the 1,800 grocery stores an average of one store per day, or 30 per month, closes its doors to the ever-buying public, while 32 new stores start in business each month. Beyond the loss to the bankrupt merchant are the losses to wholesalers and the owners of store properties. In addition, the failure of each merchant contributes to the economic burden which eventually is heaped upon the consumer in the form of higher prices.

For several months past the Commerce Department, with the co-operation of the National Retail Credit Association, has been making a nation-wide survey of the credit methods and conditions of going concerns. The new study will be directed to concerns which are experiencing serious difficulties or have gone out of business. Private specialists in bankruptcy and retail credit, including the Yale University law faculty, which is particularly interested in certain phases of bankruptcy, will co-operate with the Department in its investigation. All information obtained regarding the business affairs of particular firms and individuals will be held strictly confidential. Only the conclusions reached as a result of the study will be made known for the benefit of American business as a whole.

### Law to Curb Monopoly by Patent

Suspension of patent rights would be the penalty for controlling or using them to restrain competition or to create a monopoly under the terms of a bill drafted in the Senate Committee on Patents and favorably reported by the committee to the Senate. No action on the bill is probable this session, but in the form presented by the committee it is likely to receive the attention of the next Congress. As criginally introduced by Senator Dill the bill

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was directed against the monopolistic use of radio patents and proposed the forfeit of patent rights in case of violations of the anti-trust laws. As revised in committee the bill covers patents of every nature but limits the penalty to suspension of patent rights during the period in which violation of the law continues.

The bill represents a new departure in patent law in this country. The Senate Committee's report explained that the measure is intended to prevent abuse of the patent system by corporations attempting to blanket an art and, by a multiplicity of patents and a combination of groups of patents, make competition difficult if not impossible. Independent inventors often find it impossible to secure a market for their inventions, but worse than this, the committee's report declared, the very threat of patent infringement suits has often been sufficient to prevent the entry of new capital in industry or to keep out inventions that might contribute greatly to the progress of the art. The bill would compel great corporations and others desiring to bring suits for infringement to come into court with clean hands by providing that it shall be a complete defense in such suits to prove that the complainants are violating the anti-trust laws through the use or control of their patents.

### Foreign Trade Falls Off Slightly

Foreign trade in soap and toilet preparations lagged slightly in 1928. Export shipments during the year had an aggregate value of \$15,357,524, as compared with \$16,853,450 in 1927. There was a drop in the dollar volume of import trade to \$7,095,462 from \$8,196,766 in the preceding year.

In export trade, shipments of creams, rouges and other cosmetics showed a gain over 1927. At the end of last year the total stood at \$1,897,623, against \$1,706,966 at the close of the preceding year. Exports of soap decreased considerably. There was a sharp curtailment in exports of dental creams and other dentrifrices. Perfumery and toilet

waters increased somewhat in export value and exports of talcum and other toilet powders remained at substantially the same level as in 1927.

Exports of peppermint oil dropped both in quantity and value, while exports of other essential and distilled oils increased in volume, but barely held the 1927 total for value.

Essential and distilled oils imported during 1928 had an aggregate value of \$6,699,172, as compared with \$6,449,412 in 1927. Imports of orange oil dropped to 195,966 pounds from 204,209 pounds in the preceding year, but increased in value to \$709,498 from \$495,132. Larger imports of lemon, otto of rose, and sandalwood offset declines in the importation of other oils.

Exports of flavoring extracts decreased but the decline in value was not proportionate to the smaller volume of shipments.

In import trade, shipments of castile and toilet soap received from abroad were considerably larger than in 1927. Imports of duty-free perfume materials dropped to \$1,277, 289 from \$1,795,875 in the preceding year. Imports of dutiable perfume materials dropped to a value of \$2,272,76 from \$2,533,352. Imports of perfumery, bay rum and toilet waters decreased, while imports of cosmetics, powders and creams were slightly larger than in 1927.

### Insecticide and Caustic Poison Work Transferred

Administration of the Insecticide and Fungicide and the Caustic Poison Acts, as a result of the death of J. K. Haywood, chief of the Office of Insecticide and Fungicide Supervision, has been transferred to C. W. Crawford, chief of the Office of Interstate Supervision of the Food, Drug and Insecticide Administration. C. C. McDonnell will continue as chief of Insecticide, Fungicide and Caustic Poison Control. The titular office occupied by Dr. Haywood will not be filled.

### Foreign Trade in Toiletries

	1	927	1928		
EXPORTS Soap and toilet preparations	Quantity	Value \$16,853,450	Quantity	Value \$15,357,524	
Soap—         Lb.           Toilet or fancy.         Lb.           Laundry.         Lb.           Other soap.         Lb.	8,186,892 56,228,733 12,992,050	\$2,801,576 3,877,999 1,183,152	7,275,076 47,580,245 9,021,168	\$2,300,746 3,375,355 826,313	
Perfumery and toilet ware. Talcum and other toilet powders. Lb. Creams, rouges and other cosmetics Lb. Dental creams Lb. Other dentifrices Lb. Other toilet preparations. Lb.	3,254,007 2,957,332 3,828,182 696,800 2,000,808	374,197 1,621,068 1,706,966 3,357,089 383,394 1,548,009	3,136,838 3,567,625 2,941,571 620,602	459,866 1,605,630 1,897,623 2,668,642 330,720 1,892,629	
Essential or distilled oils— Peppermint	212,901 3,616,894 58,033	833,499 1,290,643 43,025	176,718 4,068,679 40,081	604,320 1,282.677 39,89	
IMPORTS Soaps and toilet preparations		\$8,196,766		\$7,095,462	
Seap—         dut. Lb.           Castile         dut. Lb.           Toilet         dut. Lb.           All other         free. Lb.           dut. Lb.         dut. Lb.	2,395,560 1,652,516 55,159 1,921,427	\$366,589 569,822 6,533	3,402,668 2,011,625	\$427,152 574,749 182,651	
Perfumery, bay rum and toilet waters		191.775 17,227 1,984,353	1,705,469	1,613,171	
Perfume materials	18,468 1,023,567	1,795,875 2,533,352 731,240	15,645 1.066.817	1,277,289 2,272,761 747,689	
Essential and distilled oils         free Lb.           Cassia and cinnamon         free Lb.           Geranium         free Lb.           Otto of roses         free Oz.	377,558 185,676 25,528	6,449,412 488,484 468,953 297,221	319,431 172,775 35,036	6,699,172 382,503 528,072 353,698 505,841	
Bergamot	104,000 1,465,665 322,892 399,698 204,209	628,079 611,594 926,804 723,083 495,132	99,982 1,408,460 296,309 477,151 195,966	569,329 707,896 1,036,532 709,498	
Sandalwooddut, Lb, All other essential and distilled oilsfree, Lb, dut, Lb,	4,080 2,938,670 557,462	16,433 1,350,458 443,171	11,741 3,324,053 535,747	41,222 1,374,527 490,054	

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### F. T. C. Price Maintenance Report

Findings Indicate Manufacturers and Retailers Favor While Wholesalers Oppose and Consumers Divide

7ASHINGTON, D. C., Feb. 15-The Federal Trade Commission submitted to Congress on January 30 a preliminary report in its resale price maintenance investigation, without recommendations legislative or otherwise regarding resale price fixing. In a letter of transmittal the Commission discusses the economic and legal aspects of price protection but specifically states that its comments "should not be taken to imply conclusions or recommendations which properly await the completion of the

The consensus of public opinion on resale price maintenance appears to be "quite evenly divided," with consumers against it by a large majority and producers and distributors in favor of it, the Commission reports. Manufacturers, particularly those making trade-marked goods, are placed on record as being "decisively" in favor of it, while wholesalers are described as "more strongly for it" than any other group. In retail trade there are the independent retailers, who are represented as being for resale price maintenance by a large majority while chain and department stores have registered

The Commission had some difficulty in determining the sentiment of the purchasing public. A special effort was made to obtain the consumer's opinion but the Commission found that he is "a comparatively inarticulate element of society." There is scarcely a consumer who is not also a producer or a merchant, and his opinion consequently is influenced by his experience in business. The Commission found, however, that farmers appear to have little interest in resale price maintenance and express themselves generally in the capacity of consumers. For other expressions of consumer opinion the Commission had to depend on the views of members of the National Consumers' League and professional classes, which are described by the Commission as "consumers and bystanders." The professional classes appear to be against resale price maintenance by a small majority, while the opinions of consumers, as reported, are against resale price maintenance, in any form, by a large majority.

### Legal Aspects Discussed

With reference to the legal aspects of resale price maintenance, the Commission explained that "the power to fix resale prices means the power to control the prices of goods that are no longer owned." Such restriction of trade, said the Commission, may have a specific and well-defined purpose and might be allowed by appropriate changes in the law if found to be in the public interest. The Commission said that this has been done in some foreign countries where the legal conception of public interest differs from that now prevailing in the United States. The Commission pointed out that control of resale prices in this country can often be completely effected under present law through the agency system, but that these methods are not regarded as practical in many lines of business.

The opinions of advocates and opponents of resale price

maintenance are recited by the Commission. It may be generally true, as alleged, the Commission said, that the consumer is better and more economically served where the emphasis in competition is upon quality rather than upon price, but the Commission does not answer the question whether this advantage would be made more generally available if the manufacturer were granted the right to fix the resale price of his branded product.

"To have the manufacturer fix the retailer's selling price would, if effective, presumably end the evils of reckless or unjustifiable price cutting," according to the Commission, "but its opponents allege that it would bring other evils in its train" and they suggest that objectionable price cutting can be dealt with as an unfair method of competition without giving to the manufacturer the power to fix resale prices. Dealer price competition would be largely eliminated but the margin allowed to the retailer would still be a matter of competition between manufacturers, the Commission stated. Frequent expression is given in answer to its questionnaires, the Commission said, to the opinion that the interest of the consuming public would need some safeguard if manufacturers were permitted to fix resale prices.

### Second Section to Come

The Commission's discussion concluded with the observation that resale price maintenance can be viewed in its true light only in relation to efficiency and economy in the distribution system. The margin between producer and consumer, especially on staple articles, is alleged to be unduly wide but the Commission said that that claim cannot be made as a positive and definite statement without searching statistical analysis. An analysis of the results of dealing in trade-marked and branded merchanidse will comprise the second section of the Commission's report to be submitted to Congress when the investigation is completed.

The investigation into resale price maintenance was initiated by the Commission in July, 1928, on the motion of Abram F. Myers, who recently resigned as a member of the Commission. It is generally accepted that the House Committee on Interstate and Foreign Commerce has waited the Commission's report before acting on the pending Capper-Kelly bill to make resale price maintenance the subject of contractual agreement between manufacturer and distributor. The delay which has attended the conduct of the investigation and the fact that the Commission's report lacks any positive findings of fact or recommendations as to proposed legislation renders it extremely unlikely that the Capper-Kelly bill will make much headway toward enactment before adjournment of Congress on March 4.

Representative Schuyler Merritt, of Connecticut, is making an analysis of the Commission's report for consideration by the House Committee in connection with the Kelly bill.

The section of the report which discusses what wholesalers have to say regarding this practice is of particular interest because barber and beauty supply dealers were

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among the 2,325 wholesalers to whom questionnaires and financial schedules were sent. Only 14 per cent of the questionnaires and only 8 per cent of the financial schedules were returned in a usable condition which would seem to indicate, the Commission's report says, that the wholesalers as a class are not particularly interested in this subject.

### Questionnaires to Wholesalers

"By sending questionnaires to wholesalers it was hoped that those answering would express their own opinions in their own words," the Commission's report to Congress states. "Many of the wholesalers addressed, however, are members of associations that have taken definite stands respecting resale price maintenance. The answers of wholesalers in certain lines are so strikingly similar, and in some cases, even stereotyped in nature, as to indicate that the answers made by the individual wholesalers were merely copies from a list of replies prepared by someone else for their guidance.

"For instance, the similarity of the answers of about 70 per cent of the 38 wholesalers of barbers and beauty supplies, who returned the Commission's questionnaires, indicate a common authorship. Seven gave answers in identically the same words for 27 of the 29 questions asked. Of the remaining two questions one asked what important nationally advertised products were handled, and the other what proportion of sales were made direct to different classes of customers. On a considerable number of these questionnaires many of the answers were identical, some occurring in nearly half of the replies received.

### Another Beauty Trade Conference

The Commission has announced that at the request of the National Beauty and Barber Supply Dealers' Association a second trade practice conference will be held March 8 in New York City. Lack of agreement at the conference held December 14 in Chicago on a number of practices considered by the trade as important was given as the reason for holding another conference before the Commission takes action on the recommendations made.

### Other Questionnaires to Be Sent

Explaining that its purpose is to present statistically "some of the more essential facts regarding independent and chain store methods of distribution," the Federal Trade Commision has addresed a questionnaire to wholesalers in connection with its investigation of chain store operations being made pursuant to Senate resolution. A distinction is made in the questionnaire between the old line wholesale house and the co-operative buying group formed by retailers. The questions asked relate to selling and buying methods, character of retail trade, private brands, and financial operations, including income and profits. Judging from the manner in which the questionnaire is drafted, the Commission's report in this investigation will indicate the degree of success that has attended co-operatve buying by retailers. The Commission now is preparing a questionnaire for retailers, which includes the chain stores.

### March to Succeed Myers

The successor of Abram F. Myers on the Federal Trade Commission is Charles H. March, a lawyer and country banker of Litchfield, Minn. Mr. Myers recently resigned as a member of the Commission to become the head of the Allied States Exhibitors' Association, an organization of motion picture exhibitors.

### Would License Trade Associations

Dec'aring that trade associations have come to stay because of their possibilities in public service, the Commission has submitted to Congress a report recommending that trade associations be given a definite place and responsibility in the social order by a licensing system, designed not 50 much for their regulation but as a means of providing the Government with full knowledge of what they are doing.

The Commission also recommended that the U. S. Census Bureau be given power to compel the return of needed statistical information from all manufacturers and dealers, thus insuring satisfactory development of trade statistics with regard to accuracy and comparability from month to month. The suggestion was made by the Commission that the practical application of the anti-trust laws might well be clarified or extended with reference to the circulation of identified price and other statistical information.

The Commission's report was made in response to Senate resolution calling for an investigation of the activities of so-called "open price" associations. The Commission replied that it found no outstanding general differences between open-price and other types of trade associations. Open-price work is not so much the function of a particular type of association as it is one activity among a number of others engaged in by all sorts of trade associations, the Commision explained. The Commision's report consequently deals to a large extent with trade associations generally.

Trade associations as a whole are a highly constructive influence in the business world; their importance is bound to increase and their work, if truly constructive, will be increasingly appreciated, but, the Commission said, there is still plenty of room for further improvement in their practices. To call a trade association an "institute," does not help matters, the report added. The Commission expressed the opinion that perhaps the most important factor in the favorable development of trade associations is the increasing influence of broad-minded and able secretaries.

### Sales Price Basis for Tax

The Supreme Court of the United States, in the case of Lash's Products Co., v. The United States, confirmed the opinion of the Court of Claims that the price charged the customer for merchandise is the basis on which to compute the tax. By section 628 there is imposed on "soft drinks, sold by the manufacturer, . . . in bottles or other closed containers, a tax equivalent to 10 per centum of the price for which so sold." The petitioner held that the tax was included in the price charged, and the purchasers so advised, and consequently the tax should be computed upon the price charged less the 10 per cent tax. Justice Holmes in delivering the decision of the court stated that although there had been some difference of opinion in the lower courts, the Supreme Court regarded the interpretation of the law as plain, the tax is to be computed upon the actual sales price,

#### Beauty Trade Exposition at Detroit

The first annual Beauty Trade Exposition at the Book-Cadillac Hotel, Detroit, the week of January 28 was well attended and very successful. The usual lectures, demonstrations and contests featured the exposition while the number of exhibitors was greater than had been anticipated. The American Hairdressers' Association sponsored the show.

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### Is the Beauty Shop a Menace?

Its Probable Effect on the Sale of Established Brands by Leroy Fairman

magazine to those who contributed to the symposium printed in the January number, was this:

"How do you regard the development of comparatively new outlets, such as the beauty hop and the chain perfume shop?"

It is interesting to note that most of the manufacturers who specifically answered this question merely touched the surface of the subject with a few perfunctory generalities, which warranted the inference that they had given it no special thought and did not regard it seriously.

Among the exceptions was Charles R. De-Freest, of Ferd. T. Hopkins & Son. Mr. DeFreest has some quite definite ideas on the

subject, and expressed them with clearness and vigor. He regards the beauty shop as "the keenest competitor the manufacturer of advertised toilet articles has." He cites instances of the "deceptive, contemptible" methods of some beauty shops of which he has knowledge, and tells how they undermine the confidence of their customers in the toiletries they have been using and persuade them to buy expensive unknown merchandise "Legitimate manufacturers," he says, "are losing hundreds of thousands of dollars worth of business through misrepresentation and un-

If this is true the condition is, or may soon become, a serious one; and my belief is that Mr. DeFreest knows precisely what he is talking about.

Beauty shops are springing up everywhere, in small as well as large cities. Many soon go out of business, or exist in a moribund condition; but that is because they are insufficiently financed or managed by women without business experience. The idea behind the beauty shop is a sound one, as an institution it has come to stay, and its future development will be both swift and extensive. Because it is now in its puling infancy is a poor reason for minimizing its future effect on the toilet goods business.

There never was a time when the women of the land were so intent upon the achievement of beauty. Women are prepared to undergo all sorts of discomfort and inconvenience, and incur any expense, to improve their personal appearance. They listen with avid ears to all the advice and counsel on beauty topics they can get, and, once the practitioner of the arts of beauty wins their confidence, they will buy anything she recommends and pay the price she asks.

For that reason, the beauty parlor is bound to be a substantial and constantly growing outlet for toiletries of many kinds. But whose?

Can any one give a valid reason why beauty parlors should sell established brands of advertised goods?

Of course, there exists a strong public demand for such goods, but that demand is already adequately met by the drug and department stores. If a woman wants Coty, or

MONG the questions asked by the EDITOR of this Houbigant, or Hudnut, or any other advertised brand. she can buy it at the stores she patronizes in her regular shopping trips.

> But, it may be said, the beauty shops must also be prepared to meet the demand for such goods, in order to get their share of the business. That will not prove to be the case permanently for the reason that the beauty shops cannot economically meet the prices of the drug and department stores. They are already finding that out. They need a longer profit than that which the drug and department stores make. They can't get it on established, advertised merchandise. They can get it on their own private label stuff. They can get it easily, too. Their pat-

rons are, for the most part, gullible; and will pay \$2 or \$3, or even more, for a 50-cent article-plus the clever sales talk of the beauty expert.

Is it reasonable to expect the beauty parlor to sell your goods and make a quarter, when it is comparatively easy to sell its "own brand" and make a dollar or two?

Not for long; not after they "get wise."

At present, advertised brands are being sold to a considerable extent through beauty parlors, and some manufacturers of such merchandise are making an effort to increase their business in that direction. Elaborate window trims are offered as an inducement; and in some cases goods are being offered on consignment, which doesn't seem to me to be very good business judgment. But no matter what present conditions may be, I am firm in the belief that sooner or later practically all the toiletries sold in beauty parlors will be of the private label variety. There are now recognized headquarters for the manufacture, packing and labeling of such goods, and these concerns are making special efforts to get beauty parlor business, and to show the beauty shop proprietor how much more she can make through the handling and pushing of her own brands

Another feature of the problem which should not be overlooked is the chain. At present there are about 50 embryo chains of beauty parlors. How many individual shops this represents I do not know; the logical sources for such information have no figures; they tell me that they don't take the beauty shop chains seriously. This, obviously, is because the beauty shop is a sort of professional affair, and widely different in scope from the usual type of chain store.

But, with the growth and development of the individual chain beauty shop, capital is sure to become interested in its possibilities, and there will be chains composed of large numbers of shops. Can you imagine such a chain making any effort to sell advertised merchandise, when the profits from private label goods are so much larger, and so easy to get?

It will not do to compare the beauty shop with chain

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groceries or drug stores. The latter are compelled to carry advertised goods whether they want to or not; many of them have become quite discouraged in their attempts to substitute their own brands for nationally advertised goods. But they are only merchants; the beauty shop offers professional service; if that service is satisfactory—if the client really feels that she is getting results—what more natural than to attribute those results to the preparations the beauty practitioner uses? When this is accepted as a fact, selling the client the same preparations for home use is easy. And shouldn't the beauty expert also be the best judge as to what powders, rouges and other toilet articles her clients should use?

Another possible—and probable—development of the chain beauty shop would be the chain backed and controlled by the manufacturer of a well known brand of toiletries. There are now in New York City several manufacturing businesses, conducted under women's names, which are established under the most favorable conditions for chain exploitation on a large scale. They are already known as beauty experts of superior attainments, and authorities in all the mysterious arts of the beauty cult. This reputation largely attaches to the women at the heads of these institutions, and is an asset of great value.

These concerns now occupy premises of palatial magnificence in New York; some of them have branches in several American cities, and one has five abroad. All of them, as I said before, are in an exceptionally favorable situation for the upbuilding of chains which should be very successful, and which might well run into hundreds of branches. I have no information to the effect that any of them has any intention of entering the chain beauty shop business; but if they do not other manufacturers undoubtedly will. The field is too inviting to be left permanently to the individual shops or even to chains composed of the combination of existing shops. And of course the chain sponsored by an established manufacturer would carry mighty few toiletries except its own brands, and those it did carry would have a mighty small sale.

Let us suppose, then, that three of these important New York concerns should go into the chain beauty shop business, capitalizing the reputation of the women whose names they bear and the excellent quality of their wares. And suppose that each of them eventually controlled chains of several hundred shops, as strategically located as the shops of United Cigars. What would be the result? Would it not present a highly serious problem to the industry as a whole? And if anybody thinks this is only a baseless dream—let him wait and see!

Although the beauty shop business has not yet completely found itself, it has gained such proportions as to warrant the publication of several journals devoted to its interests. One of these beauty trade journals has a bona fide circulation of over 30,000; and remember that it is not a general toilet goods paper, but confined strictly to the interests of the beauty shop. Such a circulation is significant; as trade papers go it is unusually large.

The advertisers in these beauty shop journals offer appliances and devices used in beauty shops, and preparations for shampoos, etc. Advertisements of well known brands of cosmetics and perfumes are conspicuous by their absence. I find no mention of them in the editorial content. The whole trend of the business, as mirrored by these journals, is in the direction I have indicated in this article.

The beauty shop may be, in the course of time, a long and sharp thorn in the flesh of the industry. A woman who formerly ran a beauty shop told me that she couldn't make a go of it because she was too honest and conscientious. She may be masking her incompetency and inefficiency behind that righteous declaration—and she may not. I can imagine though, that a conscience is of no special help to the proprietor of a beauty shop who desires to be conspicuously successful.

It is within my knowledge that some of the most prominent and successful beauty shops operate on the idea that the client should be sold everything that she can possibly be coaxed and wheedled into buying, whether she needs it or not. Such places study not only the total bodily needs of their victims, but all their whims and vanities, and gather together all the goods and services which meet those needs and cater to those vanities. And for each purpose they select only the most expensive goods—stuff which represents the highest profit, regardless of real usefulness, and which, in many cases, the victim can buy only through financial sacrifices which she should not make.

Not all beauty shops are of this reprehensible type; but enough of them operate along lines which justify Mr. De-Freest's strong language concerning them.

I have no grudge against the beauty shop, as such, nor would I vote to curb its activities. Much of the money it takes in is sucker money—and somebody would get it, anyway. But if the trade has any idea that the beauty shop is a fussy and highly scented little joke; or any idea that it will in time become a useful outlet for advertised goods, then in my opinion the trade is making a very serious mistake.

Instead of becoming another channel of distribution, the beauty shop is well on the way to becoming a particularly troublesome and perplexing phase of competition. And as to what can be done about it, I haven't the slightest idea. If anybody else has, I wish he would write a nice long letter to the EDITOR and tell us all about it!

### Centennial of Pharmacy College in June

The College of Pharmacy of the City of New York (the Pharmacy School of Columbia University), founded in 1829, plans to celebrate its 100th Anniversary on June 3 and 4 next. The program includes a reception with an address, in the main lecture hall of the College Building, by President Nicholas Murray Butler; an Alumni luncheon at a nearby hotel, after which Professor Curt P. Wimmer will deliver an illustrated lecture on the history of the institution; a banquet, at which those upon whom honorary degrees in pharmacy are to be conferred at the University Commencement on the following evening, will be entertained. Other entertainment features are also planned.

Other events will be a visit, under the auspices of Dr. Charles Christian Lieb, to the new Medical Center, where luncheon will be served and the Columbia University Commencement Exercises held.

Exhibits, illustrating the differences in methods and the advancement in the profession of pharmacy during the past one hundred years, are being arranged for and some interesting material is promised. Alumni, and other friends of the College are asked to communicate with W. B. Simpson, the Secretary of the Centennial Committee, so that the mailing lists may be revised in preparation for the mailing of invitations, etc.

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### Cedrol; Its Source and Derivation

Study of an Important Constituent of Cedarwood Oil by Frank Rabak

Bureau of Plant Industry, U. S. Dept. of Agriculture

valuable raw material used extensively for the scenting of soaps. The value of the oil for these purposes is due to its pleasant and persistent violet-like odor, which in turn is due to certain constituents in the oil. The principal constituents are the sesquiterpene, cedrene, and the sesquiterpene alcohols, cedrol and cedrenol. Of these, cedrol, known also as cedar camphor, is the most important and is partly responsible for the agreeable odor of the oil. It is a silky, white crystalline compound (m.p. 86°-87°C.) with a very pleasing and characteristic cedar aroma.

As early as 1841 cedrol was observed in cedarwood oil.' In 1895 Schimmel & Co.3 made the statement that old cedar wood yields an oil semi-solid with crystalline cedrol and also stated that this is not a normal constitutent of the fresh wood but is formed by the ageing of the wood. This statement is not substantiated by recent experiments which have been conducted by the writer in which it was found that the oil distilled from sawdust from fresh cedar logs almost invariably became semi-solid with crystals of cedrol even at room temperature, and upon refrigeration became a solid, buttery mass. On the contrary, oil distilled from the waste resulting from old cedar fence rails could not be made to yield crystalline cedrol even by refrigeration. There is very little specific information regarding the occurrence of cedrol in cedarwood oil, which may be accounted for by the fact that most of the cedarwood oil of commerce is produced from old seasoned wood and contains only small quantities of cedrol.

which being crystalline, solidifies when the vapors come in contact with the cold air or the cold surfaces of the kilns. When this dried lumber is distilled the oil obtained contains but little cedrol since a large portion has been removed by the drying process. At ordinary temperatures such oil is liquid and even when refrigerated fails to deposit crystals of

To verify the conclusion that cedrol is a normal constituent

<sup>1</sup>Walter. Liebig's Annalen., vol. 39, p. 247. 1841. <sup>2</sup> Semi-Annual Report. Schimmel & Co., April, 1895, p. 19.

EDARWOOD OIL, distilled from the wood of red of fresh cedarwood rather than of the old seasoned wood. cedar (Juniperus virginiana), is an important article a test distillation was conducted with sawdust obtained from of commerce in the perfume industry. It is also a fresh cedar logs. During the distillation operation samples

of the oil were taken at intervals of 15, 30, 45, 60, 90, and 120 minutes. The several samples were liquid when taken but after standing two days before semi-solid to nearly solid with crystalline cedrol. When placed in a refrigerator over night additional quantities were deposited.

In order to determine the percentage of cedrol in the oil, a simple and practical method for its separation, based on the insolubility of the cedrol in cold dilute alcohol, was devised. This method is as follows:

One hundred parts of oil are agitated vigorously with 6 parts of 65 per cent alcohol for 1 to 2 minutes. Sudden and complete solidifications of the emulsion thus formed usually result if the oil contains a sufficient quantity of cedrol. If it fails to solidify this may be accomplished by adding a small quantity of the crystalline cedrol to the emulsion, then placing it in a refrigerator for several hours. The solidified mass is thrown upon a force filter and the fine silky crystals washed with a few drops of cold 98 per cent alcohol and the dry crystals weighed. The cedrol may be purified by dissolving it in hot alcohol, then cooling and filtering the mass.

Under proper conditions solidification takes place with remarkable suddenness. This phenomenon is doubtless physical, due to the extreme insolubility of cedrol in the cold dilute alcohol, since it will not take place until the distribution of the alcohol is uniform throughout the oil or until complete emulsion with the oil is formed. In no case did the oil from the fresh cedarwood fail to solidify, but all the commercial oils tested by this method failed to deposit any crystals of cedrol. The several samples of oil from the sawdust of fresh cedar, tested by this method, gave the following results:

Sample	No.	1	 	per cent	cedro
4.6	46	2	 	16 66	46
.66	44	3	 11.3	66 66	44
66	66	4	 13.2	66 66	44
46	44	5	 13.7	46 46	66
46	44	6	 13.8	66 66	66

The results show that cedrol was distilled over as one of the constituents of the oil throughout the distillation period of two hours. The final portions of the oil contained a higher percentage of cedrol than the earlier portions. The composite sample of the oils obtained from this distillation yielded 12.5 per cent of cedrol. The oil that remained after the separation of the cedrol possessed properties similar to the cedarwood oils of commerce. Commercial cedarwood oil is usually distilled from the waste sawdust and shavings that

A further substantiation that cedrol is a constituent of fresh cedar wood is the fact that manufacturers of cedar lumber and cedar chests have observed that during the kilndrying of freshly cut cedar lumber, large quantities of cedrol form about the doors and upper portions of the kilns where the vapors escape. This is especially noticeable during the winter months when condensation of the escaping vapors is more pronounced. The kilns are frequently festooned with this crystalline substance in its crude form. During the process of kiln-drying the wood suffers partial distillation with the removal of some of its aromatic constituents, and the lower boiling constituents carry with them the cedrol.

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result from the manufacture of pencil slats, which are made from old cedar fence rails. Several decades ago cedar was used in Tennessee and adjacent states for the building of rail fences, probably because of its permanence and resistance to decay, and these rails have been found especially well suited for the manufacture of pencil slats on account of their well seasoned condition and the ease of working. However, after their long exposure to the elements they have suffered partial loss of oil by the drying action of the sun. Chemical changes may possibly have also resulted in the oil during the long period of exposure. Consequently, oil that is distilled from such seasoned wood must necessarily differ in composition from that obtained from fresh wood, and it may for this reason perhaps that the cedarwood oils of commerce do not contain sufficient cedrol to permit separation by the method described.

In order to compare the physical and chemical properties of cedarwood oil obtained from the fresh wood and from the old, analyses were made and results were obtained, as shown in Table I.

centage of the hydrocarbon, cedrene, which is strongly larm rotatory (-55°). The higher percentage of oxygenated constituents present in the oil from the fresh cedar possibly also accounts for the greater solubility in the 95 per cent alcohol.

Calculating from the ester and acetilization values of the two oils it is seen that the oil from the fresh cedar contains 14.71 per cent of free cedrol, while that from the old cedar contains but 4.8 per cent. This is further borne out by the fact that 12.5 per cent of crystalline cedrol was obtained from the former, while none could be separated from the latter by the same method.

Two distinct sources for the production of crystalline cedrol are available: Cedarwood oil distilled from fresh cedar waste will afford a considerable quantity by means of the simple and inexpensive method described; the kilns used for drying the great quantities of cedar lumber used in the manufacture of cedar chests affords another source of supply. The vapors which escape from these drying kilns, if propely concentrated and condensed, will yield large quantities of

Table I.-Comparison of Physical and Chemical Properties of Cedarwood Oils

							Cedrol				
Source of oils	Sp. gr., 20° C.	Refraction, 20° C.	Rotation, A/D	Solubility, 95% alc.	Acid value	Ester	Acetyli- zation value	As ace- tate	Combined	Free %	Total
Fresh cedar		1.5050 1.5020	-25.8° -52.1°	All proportions 1 part in 5½ vols.	0.26	2.67 0.87	38.6 13.03	1.25 0.47	1.05 0.40	14.71 4.80	15.76 5.20

The specific gravity and refractive index are higher in the oil from the fresh wood than in that from the old. The much lower laevo rotation of the former is ascribed to the fact that it contains a high percentage of free cedrol which has a dextro rotation of  $+9.5^{\circ}$  and therefore a lower per-

cedrol that are now entirely wasted.

Cedrol, because of its very pleasant, persistent and delicate aroma, should find commercial use in the perfume industry

which so extensively employs essential oils and their natural constituents.

### Research on Dimethylphthalate\*

The authors refer to their recent work on diethylphthalate and make a comparison of its properties with those of dimethylphthalate and other esters of o-phthalic acid showing that the methyl ester is very similar to the ethyl ester in physical properties, that both are inert to iron in alcoholic solutions, that they differ with respect to the turbidity of alcoholic solutions diluted with distilled water, resulting in the conclusion that at 25 deg. C. diethylphthalate is soluble in water to the extent of 1 gm. to the liter while the solubility of dimethylphthalate is approximately 4 gm. to the liter.

Pharmacological tests indicate that dimethylphthalate is a substance of medium toxicity and that its saponification yield of about 25 per cent methanol might render it superior as a denaturing medium to diethylphthalate. Its greater solubility in water also contributes to this property by making it more suitable for use in certain toilet preparations where turbidity is a disadvantage.

The authors announce as their purpose in conducting the research the discovery of a new denaturant which would not be poisonous and might be substituted for methanol. They conclude that dimethylphthalate and diethylphthalate do not solve this problem, but that these esters are worthy of greater consideration than they have been given in the past.

\* Dimethylphthalate and Other Esters of o-Phthalic Acid, by J. A. Handy and L. F. Hoyt, Jour. A. Ph. A., Vol. XVII, No. 5.

### An Excellent Journal

G. L. Marsters, Norwich Pharmacal Co.

You are publishing an excellent journal on which you are to be complimented—we get a great deal out of it.

### New Liquid Tooth Paste

A tooth-paste which completely dissolves on the toothbrush or in water, has been patented by Kurt Schröder in Berlin-Steglitz and Alfred Keil in Berlin-Halensee under German Patent No. 441,821. In this way it is stated that any scraping or abrasive action of the tooth-paste is avoided. For the manufacture of the tooth-paste, a water soluble paste base is used, consisting of an amorphous gelatinous product, which, mixed with glycerine and aromatic constituents, mixes into a paste without the use of any abrasive constituents.

As a suitable paste base, there are listed silicon hydroxide saccharate, manganese hydroxide saccharate, aluminium hydroxide saccharate, or mixtures of such substances. The saccharate forms a gelatinous precipitate which can be separated from the liquid by a slight pressing. The pressure residue can be worked, as usual, with glycerine and aromatic additions, into a tooth-paste of suitable consistency.

Patent Claim: Process for the manufacture of toothpaste without grinding agents, having the characteristic feature that an amorphous, gelatinous, suitable watersoluble base, such a silicon hydro-saccharate, is mixed in the customary manner with glycerine and aromatic constituents and thereupon worked into a paste.

### Mexican Registration Ruling Delayed

A Mexican Executive decree dated January 16 and promulgated January 18, 1929, extends until March 16, the period of grace for the registration of proprietary medicines, toilet and sanitary preparations, and cosmetics, according to a report from Acting Commercial Attache Albert F. Hufer, Mexico City.

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### Cosmetic Emulsions

by W. A. Poucher, London Author of "Perfumes, Cosmetics and Soaps"

the milks or emulsions now widely manufactured by cent mucilage being prepared by first dispersing the gum all and sundry. They are useful for cleansing, soft-in alcohol (5 per cent) and then quickly running in the

ening and brightening the epidermis and have probably come into their own in place of the old fashioned Lait Virginal, made by shaking a small percentage of a resinous tineture with rose water. Competition has become so keen in the production of the modern emulsions that a very high standard of characteristics is necessary if a good demand and repeat business is to be anticipated. These qualities may be briefly enumerated as follows:

1. A creamy white consistency. 2. A nonseparable product under all conditions. 3. A lubricating effect without greasiness. 4. An

absence of tackiness after the cream has been rubbed into the skin. 5. A cooling effect on first application. 6. A freedom from rancidity. 7. A not too viscous fluidity.

Whether an opalescent product is desired is a matter of opinion, but is by no means a necessity.

By taking these characteristics seriatim it will be possible to give some useful generalities upon the raw materials most frequently employed, together with the modus operandi for obtaining a good product.

The creamy white consistency is due to the soap used, and this is an absolutely necessary ingredient in all emulsions. As a rule a shaving soap base prepared by the saponification of stearic acid, tallow and coconut oil is to be preferred. This is readily obtainable in the form of chips by those firms who do not wish to manufacture it themselves. Should they desire to do so however, it is best to use a mixture of alkalis, and more potash than soda. First saponify the oils with the soda and some potash, then add the rest of the potash and pour in gradually the melted stearic acid until the reaction is neutral to phenolphthalein. If an opalescence is desired in the finished emulsion the stearic acid should be in excess (roughly 5 per cent). A white coconut oil soap as used in the production of shampoos is also good, but it has a tendency to froth rather freely in the finished emulsion. A very white castile soap is also useful. As an aid to whiteness it is customary to add during manufacture a percentage of spermaceti, but when a stearic acid soap is employed this is not so necessary.

The production of a non-separable article depends very largely upon the vehicle used in the emulsion together with the quantity of cetaceum, white beeswax and free oil (if any). The waxes are desirable for imparting body to the cream, but should never be used to such an extent that the cream will not disappear readily when applied to the epidermis. The vehicle employed as a suspending agent is open to very wide choice. Tragacanth is a favorite, agaragar is good-Irish moss is not too popular on account of the difficulty in obtaining a uniform mucilage. Gelatine in weak solution is occasionally employed. As a ready

EW preparations are more refreshing to the skin than and uniform product tragacanth answers well—a one per the milks or emulsions now widely manufactured by

water. 24 hours storage before use is desirable to ensure an even mucilage,

The lubricating effect without greasiness may be obtained in two ways. If a stearic acid soap is used, with an excess of the fatty acid as above mentioned, this will act as a lubricant. The alternative method is to include some free oil in the formula. In general almond oil is preferred, but good results are also obtained with liquid paraffin. In the former case it is customary to add some borax which partially saponifies the free oil and waxes, ensuring a more perfect

emulsion and lubricant.

The cooling effect is obtained in the cheaper products by the inclusion of menthol or peppermint oil, and in the more expensive ones by a fairly good percentage of alcohol with or without the foregoing and benzoin tincture. The latter is an excellent skin cosmetic and a little of it improves the finished emulsion.

Freedom from rancidity is insured by using one part of salicylic acid in two thousand of the finished product (some makers prefer formal:lehyde). The oils used to perfume it also exercise an antiseptic and preservative effect. The not too viscous fluidity is ensured by a perfect balance in the formula, mainly between the soap and the waxes.

A variety of products come within the scope of this article, including almond cream, milk of roses, complexion milk, lait d'Iris and glycerin and cucumber. With the exception of the latter which occasionally contains both the glycerin and the cucumber, the main differences resolve themselves into a matter of perfume. In the case of almond cream, a trace of essential oil of almonds deprived of its prussic acid may be used to impart the suggestion of genuineness. Freshness is given to the odor with bergamot and geranium oils. Additions of anisic aldehyde and methyl acetophenone are not uncommon. Milk of roses should be perfumed with either rose otto or a good rose compound. Complexion mi'k is a matter of taste for the perfumer; lait d'Iris is usually perfumed with a violet compound, and glycerin and cucumber is again a matter of the perfumer's

In the event of the manufacturer wishing to include some cucumber juice in his product he may proceed as follows:-Take a kilo of fresh cucumbers, wash them and cut them into small pieces, place these in a tincture press and squeeze out all the juice. Heat this on a water bath for ten minutes in order to coagulate albuminous matter, then filter and cool. Place this extract in a cold cellar for two or three hours and filter again. Then add sufficient 90% alcohol to produce one liter and after standing aside for three days filter bright. This product will remain for



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months without decomposition. Add about one per cent of it to the finished emulsion and many ladies will affirm their complexions are improved by its use!

With regard now to the modus operandi. There are briefly three distinct methods of manipulation,

- The production of a stock paste which is worked up with other ingredients each time a batch of emulsion is prepared.
- The admixture of a soap solution and mucilage both separately and previously prepared.
- The direct method from the individual constituents.

In the first case the use of benzoated lard is general. This is melted down on a water bath with the white beeswax, spermacetti and almond oil, the addition of lanolin being optional. This warm mixture is triturated with the soap and some distilled water until a uniform paste results. About ten parts of this is gradually triturated with glycerin and tragacanth, then the salicylic acid dissolved in the tincture of benzoin and alcohol and lastly about 90 parts of warm distilled water containing one part of borax. The resulting emulsion is well agitated until it is cold. It is then strained through fine muslin.

In the second case a stearic acid soap is dissolved in hot water and added gradually to the mucilage in a mixing machine. A small percentage of castile soap in solution is added after beating for half an hour, and the beating continued for a few minutes. The emulsion is then cooled and strained

In the third case the oil and waxes are melted together and transferred to a warmed beating machine. A solution of borax and soap in hot water is gradually added and beaten until cool. The perfume, alcohol and preservative are then run in and the whole strained through muslin.

Quantities have as usual been omitted from this article but an intelligent experimenter will have no difficulty in quickly arriving at the ratios of the various ingredients that will yield a product to his personal taste.

### Alcohol Determination in Essential Oils

I. G. OBERHARD AND N. A. KUBASSOW. Pharm. Ztg. 73, 839-41 (1928).—In estimating the alcohol content of essential oils, recourse is had to a determination of the ester number and the acetyl number, these values being thereupon applied to the formulas: e = (M/20) (b/n) and  $m = (M/20) \cdot (a/s-$ 0.021a), in which e = content of esterified alcohol, M =molecular weight of that alcohol, n = weight of sample taken, and b = number of cc. 0.5 N alcohol KOH solution necessary to saponify the esters in n g. of the oil; m =content of free alcohol, s = weight of acetylated oil, a =number of cc. 0.5 N alcoholic KOH solution necessary to saponify the esters in s g, of acetylated oil; e and m are in percentages. By working on controls made up of paraffin oil as vehicle and menthol, borneol and thymol, respectively, the free and combined alcohols were determined in 3 series of experiments, and the results tabulated. The time required properly to acetylate menthol-containing oils was found to be 75 minutes for thymol and 105 minutes for borneol. The results calculated from the formulas came regularly somewhat high, notably in the absence of determinable amounts of ester.-Chemical Abstracts.

"When you begin to learn how little you know, you are on the road to wisdom."—Drug Bulletin.

### A Survey of Technical Literature

Abstracts Prepared by Colonel Marston T. Boger, Columbia University, Consulting Editor on Synthetics

- 5. Hiroshi Nomura and Seinosuke Hotta. Relation between chemical constitution and pungency. Syntheses of ethyl hydroferulate and 4-hydroxy-3-methoxyphenylpropylalcohol. Sci. Repts. Tohoku Imp. Univ. 1st ser. 17, 6934 (1928). Ethyl hydroferulate (b11 192.5-3°), prepared from the acid, absolute alcohol and a little H2SO4 possessed a pungent taste similar to that of zingerone. Reduced with alcohol and sodium, it gave 4-hydroxy-3-methoxy phenyl propyl alcohol (b18 196°), which likewise had a pungent taste, but less agreeable than that of zingerone.
- K. T. Keller. The fixation problem. Riechstoffind. 1927, 144, 152-3; Chem. Zentr. 1927, II, 2123 (1927). Natural and artificial fixing agents are discussed with reference to their action and their place in the perfume industry. The resins supplied by Schimmel & Co. are given special attention.
- 7. I. Clemente. The crystalline perfumes as fixators in the perfume industry. Riechstoffind. 1927, 77-8; Chem. Zentr. 1927, II, 1405 (1927). The following are considered: diphenylmethane, diphenyl oxide, naphthol ether, beta-naphthyl methyl ketone, benzoyl eugenol, methyl anthranilate, methyl methylanthranilate, methyl cinnamate, benzyl cinnamate, peresyl phenylacetate, phenylethyl phenylacetate and phenylethyl cinnamate.
- 8. C. S. Marvel, A. T. Blomquist and L. E. Vaughn; Univ. of Illinois. Dibutyl ether as a solvent for the Grignard reagent. J. Am. Chem. Soc. 50, 2810-2. (1928). When butyl ether is used as solvent in the Grignard reaction, the yields of RMgX from some typical halogen compounds are nearly equal to those obtained in ethyl ether, whereas in other cases it has a decided advantage over the latter. The yield of cyclohexyl carbinol was 61-5%, of C<sub>2</sub>H<sub>19</sub>OH 65%, and of MeEtCHCOOH 66%.
- 9. V. Cerchez. Use of magnesium alcoholates in the preparation of ethers. Bull. spc. chim. 43, 762-7, (1928). By the interaction of Mg amalgam and ROH, alcoholates, ROMg, were obtained from propyl, butyl, iso-amyl, octyl, cyclohexyl and benzyl alcohols. By heating these alcoholates with R'<sub>8</sub>SO<sub>4</sub>, cooling, pouring into dilute H<sub>2</sub>SO<sub>4</sub>, distilling with steam, separating and fractionally distilling (finally over Na), the ethers ROR' were prepared; yields, 70-80%. Methyl butyl ether b. 70°; Me iso-amyl, b. 90°-1°; Me octyl, b. 158° (considerable octene is formed in this preparation); Me cyclohexyl, b. 133-5°; ethyl propyl, b. 63.6°; Et butyl, b. 91°. Ethers of benzyl alcohol could not be prepared by this process.
- 10. Schimmel & Co. Determination of the total geraniol in Java oil of citronella. Schimmel & Co. Ann. Rept. 1927, 21; Chem. Zentr. 1927, II, 1519 (1927). To avoid discordant results, the work must be carried out very carefully and uniformly. The use of acetic anhydride stronger than 85%, of completely hydrated NasCO, acetylation for two hours and saponification for two hours, are indispensable.

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### Official Report of Flavoring Extract Manufacturer's Association

Since the publication of our January report of the activities of the Flavoring Extract Manufacturers' Association of the United States, the work of the association has been progressing favorably. G. H. Burnett, president, and Thomas J. Hickey, executive secretary and attorney, together with the other officers and members of the committees have kept in close touch with the subjects of interest to the industry. The arrangement to assist the efforts of the Legislative Committee in its efforts to obtain proper legislation is one of the most effective and valuable pieces of work the association undertakes.

Members of the association learned with deep regret of the death of W. H. Rogers, father of Fred S. Rogers, one of the members of the executive committee.

A meeting of the Executive Committee of the association was held at the Hotel Astor, New York City, January 25. The entire membership of the committee was present with the exception of Fred S. Rogers who was detained at home through the illness of his father.

The most important business transacted was the fixing of a date and place for holding the annual convention. The special Convention Committee reported through its chairman, E. L. Brendlinger, on the result of a questionnaire on this subject which his committee had sent out. After hearing his report, it was voted to hold the next convention in St. Louis, May 15, 16 and 17. The details of the arrangements for the convention were left to the local group in charge.

D. T. Gunning, chairman, reported for the Educational Advertising Committee, outlining the progress which had been made in this matter. L. K. Talmadge, chairman of the Membership Committee and F. L. Beggs, chairman of the Scientific Research Committee, also read reports.

Legislative matters were taken up and recent proposals were discussed by E. L. Brendlinger, F. S. Muchmore, and others

### Official Report of Soda Water Flavors Manufacturer's Association

Business of a routine nature has occupied the attention chiefly of the executives of the Association of the National Manufacturers of Soda Water Flavors since our January summary of the association's activities. G. H. Gast, the president, and Thomas J. Hickey, the secretary, as well as the other officers and members of the committees have been doing their utmost to further the interests of the members and of the industry generally. The optimism expressed in last month's report is still very apparent, as the industry seems to be enjoying the foretold prosperity.

### Definitions and Standards for Flavoring Extracts and Beverages

The following definitions and standards for food products have been adopted as of November 15, 1928, as a guide for the officials of the Department of Agriculture in enforcing the food and drugs act. These definitions and standards include those published in the form of food inspection decisions, those in office of the Secretary Circular 136 which have not been superseded by such decisions, those issued as Supplements 1 and 2 to this announcement, and those adopted on November 9, 1928.

- 1. A flavoring extract, intended solely for food purposes and not for medicinal purposes as described in the Pharmacopoeia, is a solution in ethyl alcohol of proper strength of the sapid and odorous principles derived from an aromatic plant, or parts of the plant, with or without its coloring matter, and conforms in name to the plant used in its preparation.
- Almond extract is the flavoring extract prepared from oil of bitter almonds, free from hydrocyanic acid, and contains not less than 1 per cent by volume of oil of bitter almonds.
- 2a. Oil of bitter almonds, commercial, is the volatile oil obtained from the seed of the bitter almond (Amygdalus communis L.), the apricot (Prunus armeniaca L.), or the peach (Amygdalus persica L.).
- 3. Anise extract is the flavoring extract prepared from oil of anise, and contains not less than 3 per cent by volume of oil of anise.
- 3a. Oil of anise is the volatile oil obtained from the anise seed.
- 4. Celery seed extract is the flavoring extract prepared from celery seed or the oil of celery seed, or both, and contains not less than 0.3 per cent by volume of oil of celery seed.
- 4a. Oil of celery seed is the volatile oil obtained from celery seed.
- 5. Cinnamon extract, cassia extract, cassia cinnamon extract, is the flavoring product prepared from oil of cinnamon, and contains not less than 2 per cent by volume of oil of cinnamon.
- 5a. Oil of cinnamon, oil of cassia, oil of cassia cinnamon is the lead-free volatile oil obtained from the leaves or bark of Cinnamomum cassia (L.) Blume, and contains not less than 80 per cent by volume of cinnamic aldehyde.
- Ceylon cinnamon extract is the flavoring extract prepared from oil of Ceylon cinnamon, and contains not less than 2 per cent by volume of oil of Ceylon cinnamon.
- 6a. Oil of Ceylon cinnamon is the lead-free volatile oil obtained from the bark of the Ceylon cinnamon (Cinnamon-mum zeylanicum Nees), and contains not less than 65 per

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cent by weight of cinnamic aldehyde and not more than 10 per cent by weight of eugenol.

 Clove extract is the flavoring extract prepared from oil of cloves, and contains not less than 2 per cent by volume of oil of cloves.

7a. Oil of cloves is the lead-free volatile oil obtained from cloves.

8. Ginger extract is the flavoring extract prepared from ginger, and contains in each 100 cc. the alcohol-soluble matters from not less than 20 grams of ginger.

 Lemon extract is the flavoring extract prepared from oil of lemon, or from lemon peel, or both, and contains not less than 5 per cent by volume of oil of lemon.

9a. Oil of lemon is the volatile oil obtained, by expression or alcoholic solution, from the fresh peel of the lemon (*Citrus, limonia* Osbeck), has an optical rotation (25°C.) of not less than +60° in a 100 millimeter tube, and contains not less than 4 per cent by weight of citral.

10. Terpeneless extract of lemon is the flavoring extract prepared by shaking oil of lemon with dilute alcohol, or by dissolving terpeneless oil of lemon in dilute alcohol, and contains not less than 0.2 per cent by weight of citral derived from oil of lemon.

10a. Terpeneless oil of lemon is oil of lemon from which all or nearly all of the terpenes have been removed.

11. Nutmeg extract is the flavoring extract prepared from oil of nutmeg, and contains not less than 2 per cent by volume of oil of nutmeg.

11a. Oil of nutmeg is the volatile oil obtained from nutmegs.

12. Orange extract is the flavoring extract prepared from oil of orange, or from orange peel, or both, and contains not less than 5 per cent by volume of oil of orange.

12a. Oil of orange is the volatile oil obtained, by expression or alcoholic solution, from the fresh peel of the orange (*Citrus aurantium* L.), and has an optical rotation (25°C.) of not less than +95° in a 100-millimeter tube.

(To Be Continued)

### Over Billion a Year for Sodas and Lunches

Americans spend an average of \$4,109,561 every day at soda fountains. The nation's annual bill for sodas, soft drinks, luncheons and confectionery served over soda fountains in the United States totals \$1,500,000,000, it was disclosed at the annual convention of soda fountain manufacturers recently held in Chicago.

"Ice cream sodas account for an expenditure of approximately \$500,000,000, fountain luncheons for about \$300,000,000 annually and confectionery for \$700,000,000," said M. H. Kauer. "There are approximately 100,000 soda fountains in the United States, in which their owners have \$300,000,000 invested. In cities of 100,000 population and over more than 75 per cent of the soda fountains are serving luncheons. Luncheon business not only has raised the sales volume, but has increased the business at the noon hour, when the ordinary soda trade is light, and has made the fountain business a steady year-round proposition.

"It is estimated that 42 per cent of the nation's soda fountains are located in drug stores, 39 per cent in confectionery shops and about 8 per cent in department stores and five and ten cent stores. Addition of soda fountains and luncheon service to a national chain of cigar stores has been one of the newest merchandising developments of the Lusiness."

### Japan Issues Food Preservative Rules

An ordinance issued by the Japanese Government recently, prohibits the use of the following chemicals and bleaching agents and their compounds in the manufacture or preserving of foodstuffs or drinks for sale in Japan, unless specifically authorized by other ordinances; Benzoin, sulphur dioxide, boric acid, hydrofluoric acid, sulphurous anhydride, salicylic acid, corrosive sublimate, naphthol, resorcin, sodium nitrate, compounds of bismuth and silver and fluorine; cinnamic acid, thymol, aldehyde, furfural and chloral.

The ordinance provides that the use of any preservative or bleaching agent in the manufacture of foodstuffs or drinks for sale in Japan is permitted only under authority of the prefectural governor in the prefecture where the applicant's offices are located, or in Tokyo under authority of the chief of the metropolitan police. In applying for permission to use any preservative or bleaching agent in foods or drinks, the applicant must state the nature of the process and the materials used. The sale of chemicals to be used as preservatives or bleaching agents is permitted only under authority of the local authorities, and if the chemical is not at present recognized by the home department, samples must be submitted with the application.

Packages containing foods or drinks in which chemical preservatives or bleaching agents are used must indicate on the labels the chemicals used, the quantity, and the name and address of the manufacturer.

A second ordinance modifies the provisions of the above ordinance to the extent of permitting the use of sulphur doxide and benzoate of soda as preservatives in foods and drinks. Provision is made, however, that if either of these chemicals is used, the name of the chemical and the quantity used must be marked on the package or label. The amount of these chemicals permitted in the commodities specified is as follows (Expressed in milligrams): Sulphurous acid (H<sub>2</sub>SO<sub>3</sub>) and thiosulphuric acid (H<sub>2</sub>SO<sub>3</sub>): Dried apricots, 1,000: gelatin, 500: sugar, 20; molasses, 300: and millet jelly, 30, each per kilo: wine and beer, 20 milligrams and 20 milligrams per liter, respectively.

Benzoic acid (C<sub>0</sub>H<sub>5</sub>CO<sub>2</sub>H) and benzoate of soda (GH<sub>5</sub>CO<sub>2</sub>Na): Fruit juices, 600 milligrams per liter; fruit sirups, 800 milligrams per liter.

### New York Bottlers' Association Elections

Re-election of John E. Mullen, Albany, N. Y., as president of the Empire State Bottlers of Carbonated Beverages and decision to hold the next convention in Albany, January 21-22, 1930, marked the closing session of the seventh annual meeting at Utica on January 23rd.

Resolutions were adopted expressing the association opposed to any increase in the tariff on sugar.

Besides Mr. Mullen the other officers chosen were: First vice-president, William Callahan, Rochester; second vice-president, William F. Coleman, Buffalo; secretary, Fred Witte, Rockville Centre, and treasurer, Edward Risedorf, Kinderhook, both re-elected.

Judson S. N. Newing of Binghamton was made chairman of the executive committee. Fred K. Roberts, Utica, is again on the executive group.

### Information in Other Departments

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in other departments.

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### Coty Awarded Damages for Boycott

(Special Correspondence)

The Seine Tribunal has virtually answered the question of whether a big daily paper could be logically published at the price of 10 centimes in Paris and 15 centimes in the provinces. When the Ami du Peuple, the new paper of Mrançois Coty, the French perfumery magnate, first appeared eight months ago, there was an outcry among the printers, distributors and the French Newspaper Federation, on the ground that it was impossible that the sale price could cover cost of production, and consequently the paper might be regarded not as a commercial, but as a political enterprise. In view of the boycott of his paper by the ordinary channels of production and distribution, Mr. Coty took means to ensure his own production and distribution, notably by employing hundreds of newsboys to sell the paper in the streets, when the kiosks were debarred from stocking it. Lawsuits resulted from this battle, and judgment in five cases has now been given.

In the action by the Ami du Peuple against the Imprimerie de la Presse, the latter had to pay 200,000 francs (\$8,000) damages and costs.

In a suit by the Ami du Peuple against the Messageries de Hachette, the latter has to pay 500,000 francs (\$20,000) damages and costs.

In an action brought by the Federation Nationale des Journaux Français against the Ami du Peuple for alleged disloyal competition, the Tribunal declared itself incompetent, but when the Ami du Peuple sued the federation the latter was mulcted in 1,200,000 francs (\$48,000) damages and costs.

Mr. Coty, who owns the Figaro as well as the Ami du Peuple, has been awarded nearly 2,000,000 francs in all (\$80,000). He is the most influential man outside of politics in the republic.

### Swiss Demand Grows for U. S. Toiletries

American exports of toilet preparations to Switzerland have tripled in the last six years. In 1922, the shipments of soaps, powders, cosmetics, dental preparations and other toilet preparations had an aggregate value of \$41,000. In 1927 the total was \$128,000. During this period the exports of dental preparations increased from \$11,000 to \$66,000 and constitute the principal item.

#### EXPORTS OF TOILETRIES TO SWITZERLAND

Total\$4	1,000	\$39.000	\$66,000	\$86,000	\$96,000	\$128,000
preparations 2	7,000	12,000	21,000	15.000	19,000	22,000
	1,000	15,000	7,000 27,000	10,000 45,000	4,000	13.000 66,000
Creams, rouges and	1.000	2.000		.,		
Talcum and other toilet powders	1.000	4.000	3.000	9.000	13,000	5,000
Toilet and fancy	1,000	\$6,000	\$8,000	\$7,000	\$12,000	\$22,000
EXPORTED TO SWITZERLAND	1922	1923	1924	1925	1926	1927

### Paris Trade Notes

The following slate of officers for the coming two years was elected by the directors' committee of the Union of French Perfumery Syndicates at a recent meeting—president, Jacques Rocherolles of the Syndicate of French Perfumery; vice-presidents, Jules Dechaud of the Syndicate of Essential Oils and Elie Maunier of the Syndicate of Perfumer-Distillers of Grasse; general secretary, Abel Pitiot of the Syndicate of Perfumery of Lyon; treasurer, Henri Desprez of the Syndicate of French Equipment Manufacturers for Hairdressers and Perfumers.

It is with regret that we report the death of two men long connected with the perfume industry in Europe, Charles Siou, Chevalier of the Legion of Honor and formerly manufacturer of perfumes in Moscow, and Tony Dethomme for years representative of the house of Chiris in London and later at Lyon. Both men had contributed much to the perfume industry and their loss will be felt by their colleagues and competitors.

An announcement has just been made by the board of directors of the Etablissements Kuhlmann of France that the capital of the company has been increased by stock issue from 250,000,000 to 300,000,000 francs (about \$9,775,000 to \$11,730,000). This is the second increase since the operation of the trust. The first was in January, 1928, when the capital was increased from 200,000,000 to 250,000,000 francs (about \$7,820,000 to \$9,775,000).

The proceeds will be used to carry out an expansion program, the chief features of which are a 100 per cent increase in the capacity of the synthetic nitrogen plant, an enlargement of the artificial silk works and extension of the campaign for world trade.

The success of the European Chemical Trust, or, more strictly, the Franco-German trust, is admitted on all sides and is said to account for the need for increased funds. Kuhlmann's business, for example, increased more than 25 per cent in the last quarter of 1928, as compared with the same period for the previous year.

With the latest increase in stock Kuhlmann has become the largest chemical company in France and one of the largest in Europe. Stock consisting of 200,000 single voting common shares has a par value of 250 francs (about \$9.77½) and an issue price of 725 francs (about \$28.35).

During the recent cold weather, the law compelling the closing of drug stores in Paris on Sunday was suspended. This was the first time in four years that such a suspension has taken place.

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### **British Trade Notes**

In the essential oil market the only changes worthy of notice recently have been in clove oil, which has appreciated slightly, and in Japanese peppermint oil, which is somewhat easier.

About fifty firms, including Imperial Chemical Industries, Ltd., together representing a capital value of at least \$500,-000,000, are preparing exhibits for the British Industries Fair which will cover the whole range of chemical production, both in the heavy and fine sections of the industry. The actual exhibits in the section, which has been organized by the Association of British Chemical Manufacturers, will occupy 14,000 square feet of floor space. The chemical section will include a motion picture theater, where films will illustrate the uses of numerous chemical products.

D. & W. Gibbs, Ltd., City Soap Works, London, are embarking on an intensive advertising campaign for 1929. In order to make this campaign especially effective they are making an offer to the trade whereby, with every order placed for three dozen tubes of shaving cream, they agree to circularize 20 of the druggist's customers (whose names are selected by the druggist), sending each a demonstrator tube of cream. The letter will mention the druggist as the nearest source of supply.

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Greville Products, Ltd., Premier Works, Granville Road, Cricklewood, London, have placed on the market "Permadore," a complexion powder which is novel in that it is applied after washing and then rinsed off, leaving an unadulterated natural complexion. The powder is put up in three shades and retails at 2s. 6d. A well-organized and carefully planned advertising campaign is being inaugurated, and the proprietors are giving away thousands of free samples together with the name of the nearest druggist stocking the powder.

A. Ridout, who has been elected President of the Proprietary Articles Trade Association, is managing director of J. Grossmith & Son, Ltd., Newgate St., London, perfumery manufacturers. He has represented his firm on the council since 1909, thus completing 20 years' unbroken membership of the governing body of the P. A. T. A. Mr. Ridout has served for many years on the executive committee of the council, has been vice-president and chairman of the Manufacturers' Section, and has always taken a keen interest in the Association's affairs.

\* \* \* \*
W. L. B. Hinde, of London, lately connected with Low,
Son & Haydon, Ltd., soap manufacturers, left estate of the
gross value of £112,260.

The Perfumery Manufacturers' Section of the London Chamber of Commerce at its recent annual meeting confirmed the action of the Executive Committee regarding applications for trade-marks, and the following matters were also discussed:—Trade-marks in China, export of perfumery to Portugal, Merchandise Marks Act, 1926, representation on the Toilet Soap Committee of the United Kingdom Soap Manufacturers' Association, Consideration was also given to the position of the Polish market in view of the increase in the British perfumery contingent from five tons to fifty tons.

### German Trade Notes

The firm of Hans Schwarzkopf, Berlin has recently laid the cornerstone for a new factory to be completed late this year. The new group of buildings includes a five-story factory, a two-story office building and a separate building providing living accommodations for some of the employee. Elaborate ceremonies in which officials of the company and of the city took part, featured the laying of the cornerstone.

Henkel & Co., of Düsseldorf, manufacturers of chemicals and proprietary products will shortly erect a new branch factory at Hanau.

The soap manufacturing firm of Fr. Aug. Paetz of Plauer recently celebrated its 60th anniversary. The house was founded in 1868 by August Paetz, father of its present head and has enjoyed continued success and a steady growth since that time. Alfred Paetz, present head of the firm, took control in 1901.

Emil Dralle, senior partner of the Perfumerie and Feinseifenwerke Georg Dralle of Hamburg, died recently at the age of 75. He had been associated with his brothers Julius and Dr. Eduard Dralle in the company throughout his business career.

The name of the firm of Friedrich Altschwager, Berlin, prominent wholesale merchants in soap and toilet preparations, has been changed to Demona Seifen und Perfümerie Grosshandel.

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The German Reichstag was the scene of a curious assemblage recently when Mme. Noel of Paris, described as a "cosmetic surgeon," lectured on the need for parliamentary action against the sin of ugliness. The meeting was organized by Dr. Moses, a leading Socialist member of the Reichstag, and many noted persons were present. The lecturer declared the fight against ugliness should no longer be dealt with in beauty salons alone, but should be made part of government programs. Said Mme. Noel in part:

"Ugliness for the wealthy may only be a life hindrance, but for the poor it results in lasting misfortune; whereas if the processes to overcome it are properly supervised and supported by the State, science has already made sufficient headway to guarantee that henceforth all waitresses shall be beautiful, all chorus girls have dainty, delicate ankles and all pianists shapely hands and arms."

### Synthetic Perfume Patent

J. D. Riedel A.-G. (to F. Boedecker). British patent No. 284,199, Jan. 24, 1927. *m*- and *p*-Ethylprotocatechuic aldehydes are made by treating safrole or camphor oil with alcoholic alkalies as described in Canadian patent No. 275,947 (cf. C. A. 22, 1597) but ethylating the product instead of methylating it. Separation is effected as the propentl pyrocatechol ether containing the alkyl radical in the *p*-position to the propenyl group is more difficultly soluble than the corresponding *m*-compounds; also the alkali salts and the acidyl compounds of the propenyl pyrocatechol ether ethylated in the *m*-position are more difficultly soluble than the *p*-compounds and the *m*-ethylprotocatechuic aldehyde dissolves more easily in alkali carbonates than the *p*-compound. Examples are given.—Chemical Abstracts.

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### Perfume and Soap in Courts and Customs

### Government Appeals Bottle Decision

Washington, February 15—The Government has appealed to the U. S. Court of Customs Appeals from the decision of the U. S. Customs Court holding that perfumery bottles, classified at 55 per cent ad valorem under paragraph 218, of the 1922 Tariff Act, are dutiable under paragraph 217 at 50 cents a gross. The Government will contend that the merchandise is a patented monopolistic commodity not mordinarily used" for the holding or transportation of merchandise.

The "technical interpretation" of the 1922 tariff by the lower court was brought to the attention of the Ways & Means Committee of the House during the course of the hearings on the glassware schedule by Walter R. Leach, of Baltimore, representing domestic hand-made glass bottle manufacturers. Mr. Leach advocated imposition of a duty of 82½ per cent under Paragraph 218.

It is possible that relief will reach the domestic manufacturers more quickly through enactment of the new tariff bill than by decision of the U. S. Court of Customs Appeals. The Hudnut case will have to be pressed to get a decision this term, according to the court clerk. The record has just been forwarded to the higher court. Fourteen days must be allowed for printing. Each side then has thirty days, running consecutively in which to file briefs before argument is heard. Extensions of time frequently are granted.

### Soap Base Case is Appealed

Houbigant, Inc., has taken an appeal to the U. S. Court of Customs Appeals from the decision of the U. S. Customs Court on the classification of soap base. The question at issue here is whether the commodity is properly dutiable as toilet soap at 30 per cent ad valorem, as found by the Customs Court, or as "all other soap and soap powder not specially provided for" at 15 per cent under the provisions of paragraph 82 of the 1922 Tariff Act. As the defendant in this case, the Government will contend that the commodity is soap base from which toilet soap could be manufactured. The prospect of a decision by the Court of Customs Appeals in this case this session is little better than in the Hudnut case.

### Asks Enforcement of "Grape" Ruling

Washington, February 15.—The Federal Trade Commission has filed application in the U. S. Circuit Court of Appeals for the Sixth Circuit for the enforcement of its order directing the Good-Grape Co., of Chattanooga, Tenn., to cease and desist from using or authorizing the use by others of the words "Good-Grape," "Fruit of the Vine," or "Grape" in connection with the advertisement and sale of a product that is not composed wholly of the natural juice or fruit of grapes, except and unless such product is composed in substantial part of the natural juice or fruit, and the above words are accompanied with others, equally conspicuous, clearly indicating that such product is composed in part of materials other than the natural juice or fruit. The Commission's order against the Good-Grape Company was entered April 13, 1926.

### New Bills on Cosmetics

Several bills are now pending in the various State Legislatures having to do with the manufacture and sale of cosmetics and toilet preparations. The New Hampshire measure, an account of which appeared in our January issue, has been amended so that it becomes a straight Food and Drugs Bill. The words "for toilet purposes" which would have brought toilet preparations under its provisions have been deleted in committee after it was found that the bill could not pass with this reference included.

Several tax measures of considerable importance have been introduced.

In Kansas a bill would levy a tax of 10 per cent on sales and license all dealers. In North Carolina a tax of 20 per cent would be levied under a pending bill. A West Virginia tax measure providing for a 10 per cent sales tax has been defeated. Dealers and manufacturers in these states are urged to co-operate in the defeat of these measures which already have the attention of the various trade associations.

### New York Cosmetic Bill

Assemblyman Doyle has again introduced in the New York State Legislature a bill designed to prohibit the use of certain products in toilet preparations. His measure, which has been referred to the Committee on Public Health, reads as follows:

"An act to amend the public health law, in relation to contents of cosmetics and labeling of the same.

"Section 1. Chapter forty-nine of the laws of nineteen hundred and nine, entitled 'An act in relation to the public health, constituting chapter forty-five of the consolidated laws,' is hereby amended by inserting therein a new article, to follow article sixteen, to be article sixteen-a, to read as follows:

### Article 16-a. Cosmetics.

"Section 335. Cosmetics to be labeled; contents. No cosmetic preparation to be used as a hair dye, hair tonic, dye remover, face bleach, face cream, face powder, rouge, mouth wash, toilet water, or depilatory for external applications for the purpose of beautifying, embellishing, cleansing, perfuming, or conditioning the hair, scalp, eyes, nails, or the skin of the face, ears, neck, bust, arms, or hands of the human body, shall be sold, offered or exposed for sale, or given away unless the package or container has affixed to it a label in a form to be prescribed by the commissioner of public health stating: 'The formula from which this preparation is made contains no arsenic lead salts, lead mixture, para-phenylene-diamine, para-toluylene-diamine, para-phenydiamine, aniline derivatives, bichloride of mercury in excess of two per centum, mercury or any compound of mercury except calomel, or phenol in excess of ten per centum by weight in fatty or other solid or semi-solid base, or in excess of three per centum by weight in any solution.' Such label shall also state the name and address of the manufacturer or compounder and the year when the article was manufactured or compounded, together with the ingredients used therein but need not state the quantities. Any person who shall sell or offer or expose for sale or give away any such cosmetic preparation which on chemical analysis is found to contain any of the prohibited ingredients in a quantity sufficient to be injurious to health or any person who shall sell, offer or expose for sale or giving away any such cosmetic not so labeled, shall be guilty of a misdemeanor, punishable on conviction by a fine of not exceeding five hundred dollars or imprisonment in a county jail or penitentiary for not exceeding six months or by both such fine and imprisonment. The commissioner of health, acting through the district attorney of each county, shall be in charge of the provisions of this article.

"Section 2. This act shall take effect July first, nineteen hundred and twenty-nine."

### "Pinoflor" Does Not Infringe Pinaud

Washington, February 15.—M. J. Moore, Asst. Commissioner of Patents, has affirmed the decision of the examiner of interferences dismissing the petition of Pinaud Incorporated, of New York City, to cancel registration (No. 220,323) of the trade-mark "Pinoflor" by Parfumerie J. Lesquendieu (Société Anonyme), of Paris, France, for perfume, toilet water, face powder, talcum powder, lotion for the skin and hair, etc. The Assistant Commissioner held that there is no resemblance in appearance, sound or meaning between "Pinoflor" and "Pinaud" or "Ed. Pinaud." He expressed the opinion that the average member of the public would not be apt to translate either of the respective marks into the other.

### Armand Case Hearings Scheduled

Washington, February 15.—Testimony will be taken in the Federal Trade Commission's case against the Armand Co., of Des Moines, Iowa, at a hearing scheduled for February 18, at Louisville, Ky., before Trial Examiner William W. Sheppard. Edward E. Reardon is the Commission's attorney. The complaint issued by the Commission against the Armand Company on June 27, 1925, alleges enforced maintenance of resale prices on toilet articles and cosmetics through a conspiracy with wholesale and retail drug firms throughout the United States.

### Trade Commission Hearing in B. Paul Matter

Washington, February 15.—As directed by the Circuit Court of Appeals for the Second Circuit, the Federal Trade Commission has taken testimony and heard argument as to the violation of its order against B. Paul, trading as Paul Balme, to cease and desist from simulation of the name and dress of goods of a powdered henna hair dye manufactured by a competitor. The matter will again be submitted to the court which affirmed the Commission's order.

### "Orange Frost" Would Infringe "Jack Frost"

Opposition filed by the F. B. Chamberlain Co., of East St. Louis, Ill., to registration by the Waco Coca-Cola Bottling Co., of Webster and Waco, Texas, of the mark "Orange Frost" upon a non-alcoholic, maltless beverage, has been sustained by M. J. Moore, Assistant Commissioner of Patents. The F. B. Chamberlain Company opposed registration on the ground of its prior use of the mark "Jack Frost" on beverage concentrates. The Assistant Commissioner held that the goods have the same descriptive properties and that there would be a likelihood of confusion in the public mind between the use of "Orange Frost" on the soda fountain drink or beverage sold in bottles, and the use of "Jack Frost" on a concentrated syrup for making beverages.

### Brilliantine Appraisal Held Illegal

The U. S. Customs Court, Third Division, has held, in the matter of a protest against the decision of the collector of customs at the port of New York, that "an appraisal made by the appraiser upon a sample of identical merchandise shipped by the same exporter to the same importer, but not taken from the importation, is illegal and void, and, even though the importer acquiesced in such an appraisal, the appraiser would be exceeding the authority conferred upon him by statute by appraising the merchandise without having before him a sample taken from the importation."

The importer, Alfred H. Smith Co., in this case in ones. tion protests the "assessment and liquidation of duty upon certain imported merchandise, alleging that said assessment and liquidation was based upon a void appraisement." The merchandise referred to, three cases of brilliantine, was entered for consumption April 8, 1927, and the required duty paid. The entire shipment, nine cases in all, was entered on this date as "Nine cases of perfumery (nonalcoholic)." Two of the packages containing face powder, were forwarded to the public stores for examination, the remaining seven, containing the three cases of brilliantine, were delivered to the plaintiff immediately upon payment of the duty, and neither they nor any samples therefrom were ever redelivered to customs custody or ever demanded by the appraiser. Nevertheless, entirely in the absence of the merchandise or any samples therefrom the appraiser re-appraised the same on Aug. 10, 1927. The appraiser tried to justify his action by the fact that he made his appraisal on a sample of the identical merchandise from the same shipper to the same importer. This the court held is contrary to all regulations. If the appraiser had desired to make a legal appraisement he should have ordered all, or such part therefrom, as he deemed necessary, back to the appraiser's stores and secured proper samples for his action.

A further point made by the government in their case, was that the protest made by the importer was not the proper procedure, but that he should have appealed for reappraisement. However, the court ruled that this latter appraisement being made in the absence of the original merchandise, and the original merchandise having already been distributed, the importer had nothing to appeal from.

### Multiple Seizures Hearing Postponed

Washington, February 15.—Hearing in the Supreme Court of the District of Columbia on the petition of the National Remedy Co., of Boston, for an injunction against multiple seizures of shipments under the Food & Drugs Act has been postponed until March. The suit brought by the National Remedy Company challenges the authority of the Food, Drug & Insecticide Administration to libel for alleged violation of the Act like merchandise in several judicial districts at the same time. The Government has filed a motion for dismissal of the petition.

### Powder Box Ruling Appealed

Washington, February 15.—The Government has appealed to the U. S. Court of Customs Appeals from a decision of the U. S. Customs Court sustaining protests of Bonwit Teller & Co., New York City, that enamede silver powder boxes having a mirror on the inside of the lid and the 1922 Tariff Act are properly dutiable at 50 per cent under Paragraph 230 as mirrors.

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### Activities of Associations and Societies

### A. M. T. A. Committees Meet

Special meetings of the Special Tariff Committee and the Executive Board of the American Manufacturers of Toilet Articles were held in New York early in February for the purpose of completing discussion of the proposed tariff changes affecting the industry and determining what the position of the association should be regarding some of the proposed new schedules.

Following the meeting of the Executive Board announcement was made of the election to membership of Helena Rubenstein, Inc., This house will be represented in the association by Charles S. Welch, vice-president.

Plans for the annual convention are progressing now and both business and entertainment programs are rapidly approaching completion.

### Plans Maturing for Drug Trade Dinner

Flans for the annual Drug Trade "Get-Together" Dinner which will be held at the Waldorf-Astoria, New York, the evening of March 14 are rapidly nearing completion. Early reservations indicate that the dinner is again to be a complete success and that it may even surpass in attendance the affair of last year, which broke all records. The Drug and Chemical Section of the New York Board of Trade, which is arranging the dinner, has already made some announcements regarding the program which are of considerable interest.

Dr. A. R. L. Dohme, president of Sharp & Dohme, manufacturing chemists of Baltimore, Md., has been selected to act as toastmaster. One of the speakers of the evening will be U. S. Senator Royal S. Copeland, who has given up another important engagement so that he may be present and deliver a message to the drug trade. It is also hoped that Governor Larson of New Jersey will speak despite his statement to the effect that he would accept no engagements for speeches during his term as Governor. The committee hopes to get him to relax this rule.

#### A. C. S. Elects Local Officers

Dr. R. R. Renshaw, professor of organic chemistry at New York University since 1924, has been elected chairman of the New York section of the American Chemical Society for 1929.

Professor Renshaw is nationally known for his chemical research, and formerly was chairman of the organic division of the American Chemical Society. A native of California, he has been on the faculties of Oregon, Wesleyan and Iowa State Universities.

J. G. Davidson was chosen vice-chairman of the section, a post occupied by Professor Renshaw during 1928. S. P. Burke is secretary-treasurer.

Members of the executive council for the coming year are: M. C. Whitaker, M. H. Ittner, A. E. Hill, H. R. Moody, G. Barsky, R. Fanelli, C. A. Lunn, L. Quigley, F. D. Snell, J. W. H. Randall, C. O. Brown, F. C. Gephart, Mary L. Caldwell, C. R. Downs, L. P. Hammett, C. D. Carpenter, E. R. Jette. Alternates are W. McTavish and G. O. Curme, Jr. The executive committee for the year is composed of C. R. Downs, B. T. Brooks, D. D. Jackson and D. H. Killeffer.

### National Beauty Exposition Progressing

The National Beauty Exposition, which started out promisingly enough as a show of interest to the public and the trade is rapidly assuming bewildering proportions, in which the theatrical, newspaper and other important mediums are tremendously involved. The show will take its place as an entertainment feature in the gay life of New York's recreational activities and a most astonishing one at that.

At a tea given at the Hotel Biltmore in honor of the hostess, Miriam Stuart, to which the press and representatives of the leading cosmetic houses were invited, and at which Madame Ganna Walska helped receive, the publicity campaign for the Beauty Show started and plans for the exposition were divulged.

The Ziegfeld Follies has definitely contracted to appear the opening night of the show. A prominent artist will lecture on woman's beauty and explain how important make up and coloring is. The Actor's Fund of America, the



GROUP AT THE TEA TO MISS STUART, STANDING SECOND FROM LEFT, LAURENCE BARDEN, FIFTH, H. H. BERTRAM, SIXTH, F. J. POPE. SEATED: SECOND FROM LEFT, MISS STUART

Episcopal Theatre Guild, the Jewish Theatre Guild and the Catholic Theatre Guild will present a combined performance, backed by Theatre Magazine for Theatre Night. One of the leading exhibitors will bring a girl from Germany, another will bring one from France, another from England and another from Italy to carry the secret of beauty from each of these countries. When revealed it will be found to be some property incorporated in the company's product. The exposition will, through the papers, find a volunteer who considers herself plain and turn her into a ravishing beauty through the arts of the exhibitors of cosmetics and "beautistics."

The Beauty Show is under the direction of the following personnel: Laurence Barden, general director; Francis M. McGrath, ass't general director; M. A. Cullen, director of exhibits; Sydney C. Davidson, director of exploitation and publicity supervision, and Miss Ruth R. Maier, director of publicity. Members of the executive committee are Paul Delaize, D'Orsay Parfumeries Corp.; Samuel Levy, Ybry, Inc., and Louis Spencer Levy, American Perfumer.

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### Chemical Dinner Committee Appointed

Ralph E. Dorland, of the Dow Chemical Co., president of the Salesmen's Association of the American Chemical Industry, has announced the following appointments to the committee which will have charge of the twelfth annual chemical show week dinner of the chemical industries; Dr. F. P. Summers, Noil Chemical & Color Works, chairman; E. A. Orem, E. I. du Pont de Nemours & Co., speakers; Willnam Haynes, Chemical Markets, invitations; Grant A. Dorland, MacNair-Dorland Co., publicity; Victor E. Williams, Monsanto Chemical Works, music and menu; F. A. Koch, Dow Chemical Co., tickets and seating list; and Charles F. Roth, Chemical Industries Exposition manager. These men expect to get together in the very near future to complete plans for the dinner, which is to be held May 9. Announcements regarding the place, speakers, etc., will be made later on.

This chemical dinner, which has been sponsored during each chemical show period by the Salesmen's Association, ever since the latter was organized, has come to be by far the largest chemical get-together in the country. All of the chemical associations are urged to co-operate in the affairs and are all well represented in the attendance. Those who have attended the chemical industries dinners in the past have been fortunate in hearing some very unusual speakers, among whom the most outstanding was President-elect Hoover.

The first meeting in 1929 of the Chemical Salesmen's Association was held at the Drug & Chemical Club, on the evening of Thursday, Feb. 7. Col. G. L. McEntee, of the United States Army, addressed the group.

### American Pharmaceutical Association Meeting

The regular meeting of the New York Branch of the American Pharmaceutical Association was held February 11, in the auditorium of the New York College of Pharmacy. Before the meeting was turned over to the speaker of the evening, Prof. Ivor Griffith of the Philadelphia College of Pharmacy and Science, it was decided to hold the next dinner of the association at the Hotel Pennsylvania on March 18th.

The Cosmetic Urge, or as Prof. Griffith described it, History and Mystery of Cosmetics, was the subject of his talk. In discussing the history, Prof. Griffith pointed out that cosmetics were used even prior to the days of Cleopatra and on down through the ages to the present day. The latter part of the lecture, the Mystery of Cosmetics, dealt chiefly with the composition of numerous perparations and the good and evil effects of their use.

### Glass Container Association New Laboratories

The Glass Container Association has moved its laboratories to new quarters at 39 West 38th street, New York City. Arrangements have been made so that the entire laboratory is located on one floor, thus obviating the slight handicap experienced in the old five story building. The Glass Container Association laboratories are well equipped to handle the broad, fundamental problems involving bacteriology, chemistry and engineering. The staff, consisting of men expert in the various lines, usually work as a unit on problems which must be attacked from various angles. Their field of action includes the food, beverage and drug industries.

### Hundred Year Club Meets

The Hundred Year Club of New York, Inc., held its first annual dinner and meeting at the Savoy-Plaza Hotel, January 24. The club consists of firms who have been established one hundred years or over, and any association, corporation, partnership or individual, whose continuity for over one hundred years of activity in New York has been established, is eligible for membership.

At the meeting preceding the dinner, the board of governors who had served for the past year was re-installed. Among them are William J. Schieffelin, Jr., Schieffelin & Co., and Joseph H. Calisher, Oakley & Co. During the meeting, the board chose the officers for the coming year. Isaac Liberman, president of Arnold, Constable & Co, was elected president.

Among the list of 205 firms eligible to membership of this club are John Carle & Sons, Colgate & Company, Dodge & Olcott Company, Innis, Speiden & Company, Lanman & Kemp, Louis K. Liggett Company, McKesson & Robbins, Oakley & Company, Powers-Weightman-Rosengarten Company, Schieffelin & Company, James H. Taft & Co., and Waterbury Button & Company, all of which are associated directly or indirectly with our industries.

The speakers of the evening were Grover Whalen, Isaac Liberman, president of Arnold, Constable & Co., Charles C. Paulding, vice-president of the New York Central Railroad, A. R. Sharton, *Journal of Commerce*, and others. Gilbert Hodges, president of the Advertising Club of New York was the toastmaster.

### Hairdressers Form Standards Bureau

The National Hairdressers and Cosmetologists Association's national executive board took the opportunity at the recent exhibition in New York to plan for the organization of a Bureau of Standards for the organization. This new activity was formulated at the Boston Convention on January 9. It is conceded to be one of the biggest moves yet undertaken by the association.

At the meeting there were present Dr. Curt P. Wimmer, M. A., Ph. M., Phar. D., Professor of Pharmacy, Columbia University, and one of the contributing editors of this magazine; Dr. Herman Goodman, B. S., M. D., Dermatologist, of New York Skin and Cancer Hospital; Gustave L. Fletcher, B. S., M. E., Head of Department of Physical Sciences, James Monroe High School, New York; also Anthony Boch, of Philadelphia, and Harry M. Spiro, of New York City, filling the places for the two experienced hairdressers needed on the Board; and National Counsel Titus and National President Godefroy, members of the board ex-officio. Dr. Wimmer became chairman by unanimous consent; Louis Ernst was designated as temporary secretary.

The scope of the board's activities was then discussed. The first consideration was the question of a syllabus of educational requirements to be issued by the National Association. As soon as possible the new board will arrange to start issuing its approval on the different commodities and practices in the cosmetological field.

Ten of the members of the National Executive Boardsat as a committee to consider national problems involved. There were present: President Godefroy, Second Vice-President Ollis, Third Vice-President Charles, Secretary Ernst, Treasurer Spiro, Historian Campana, Trustees Boch, Duerr, Howard and Silver, and National Counsel Titus.

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Reports which have been current regarding the taking over of the business of J. Lesquendieu, Paris and Lesquendieu, Inc., New York by the Lehn & Fink Products Co., have been confirmed to the extent that negotiations for such a merger are in progress. The definite agreement has not yet been completed, however. It is understood that the French and American properties of Lesquendieu will be continued under that name should the merger be completed, as now seems virtually certain. Edward Plaut, head of the Lehn & Fink Products Co., is at present in Europe. Formal announcement of the merger is anticipated upon his return.

A. Hoefner & Sons, manufacturers of soap in Buffalo, N. Y., for 75 years, have discontinued the soap making branch of their business and have sold their soap plant to the Gardiner Manufacturing Co., Buffalo. The company was founded by Anselm Hoefner, who retired in 1908 turning the business over to his sons, A. J., A. M. and George. A. J. Hoefner has been general manager since his father's retirement. The company was at one time one of the large soap manufacturers of the country and its brands enjoyed a widespread distribution. It will continue in business as a distributor of lubricating and other oils, an important and growing branch of the enterprise during the last few years.

Abe Plough, president of the Plough Chemical Co., Memphis, Tenn., has recently added a retail drug store to the ventures which he controls. This is the Pantaze Drug Store which is being operated on one of Memphis' busiest corners. Mr. Plough has chosen as a slogan for the new store "We Sell You What You Ask For—Not 'Something Just as Good.'" According to reports, the opening day's business broke all Memphis records and the store is already operating at a satisfactory profit.

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James V. Reed, general sales manager of the J. B. Williams Co., Glastonbury, Conn., and Mrs. Reed passed through New York, February 5, on the way to the Pacific Coast, where they will spend the next two months. While in New York, they were entertained by L. A. Van Dyk who decorated Mrs. Reed with the title "Duchess of Central Park" together with all the benefits and emoluments inherent in that exalted office.

The Los Angeles Soap Co., Los Angeles, Cal., was host late in January to about 100 members of the Los Angeles Purchasing Agents Association. Luncheon was served at the plant and there was a tour of inspection after which officials of the company and of the association made brief addresses.

The merger of A. Bourjois, Paris; Bourjois, Inc., New York; and Woodworth, Inc., New York, in the new International Perfume Co., Inc., was completed on February 6 when stockholders of the last named house ratified the merger agreement at a special meeting. Formal ratification by the Bourjois interests was not necessary, according to



PIERRE WERTHEIMER

Shields & Co., bankers, who handled the merger, since stock of the Paris house was entirely owned by Wertheimer Frères whose approval of the merger is assured.

The parent French house was organized by Alexander Bourjois nearly 100 years ago and for the last 40 years has been under control of the Wertheimer family. Pierre Wertheimer, president of A. Bourjois, will be president of the merged companies. The American end

of the business has been handled for many years by Bourjois, Inc., formerly A. Bourjois & Co., and has been directed by B. M. Douglas.

Woodworth, Inc., was founded in Rochester, N. Y., in 1854 as Woodworth & Bunnell. Later the firm became C. B. Woodworth & Co., and under that name was operated for many years by the founder and his family. Later the company was incorporated as Woodworth, Inc., and in 1927 was reorganized with Ralph H. Aronson as its president. Its products have enjoyed a wide distribution for many years despite the fact that extensive advertising was not undertaken until 1928.

Combined earnings of the merged companies in 1928 were \$788,148, which is equivalent to nearly four times the annual dividend requirements on the preferred stock of the new company. The capital structure of the latter will consist of 75,000 shares of cumulative preference stock and 540,000 shares of common of which 400,000 will be outstanding. The merger will be effected by an exchange of stock of the old companies for that of the new, and on account of the fact that stock of both are closely held, little stock in the new company will be available for the public, although the issue will be listed.

G. A. Pfeiffer, president of Richard Hudnut, New York, returned on the *Majestic* February 6 from another lengthy European visit. This is his second trip abroad within a year and he returned still more impressed with the growing stability of European finances and industry, than at the time of his former visit early in 1928.

Selected walnuts from the ranch of A. G. Spilker at Danville, Countra Costa County, Calif., were included in the cargo of the Byrd Antarctic Expedition. Mr. Spilker, who is well known as vice-president of the New England Collapsible Tube Co. in charge of the Chicago plant, is very much interested in the cultivation of nuts, and was highly gratified when specimens from his ranch were selected by the Expedition as most suitable for its purposes.

W. Kyle Sheffield, vice-president and secretary of the New England Collapsible Tube Co., who will be remembered for his work on the Entertainment Committee of the American Manufacturers of Toilet Articles in 1926, was chairman of the Entertainment Committee of the Thames Club, one of the oldest institutions of its kind in the country, which celebrated its 60th anniversary February 9.

Mr. and Mrs. W. Whitney of Boston are rejoicing in the birth of a daughter who has been named, Nancy, Mr. Whitney is a director of Lockwood Brackett Co., importers of soap.

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Frank A. Bergmann formerly of Graymann's, has joined the organization of Jay H. Schmidt, Inc., 3 West 19th street, New York City, as factory manager. The company which was founded by Mr. Schmidt in 1925, has made commendable progress in contract manufacturing; and has been forced on two occasions to enlarge its facilities. An interesting series of announcements will be published by the concern beginning with our March issue.

Raymond Guerlain of Parfumerie Guarlain, Paris, arrived in this country, January 23, on the Paris, to visit the New York branch, Guerlain Perfumery Corp. The main offices of the company are in Paris, the Guerlain

Perfumery Corp. being established as a separate corporation for the distribution of Guerlain products in the United States.

Each year it is Mr. Guerlain's custom to visit the United States for the purpose of surveying the business of the company in this country and to talk over plans for the coming year with B. d'Escayrac, under whose management the company is conducted here.

Mr. Guerlain expects to leave the United States



RAYMOND GUERLAIN

about the middle of March, but before returning to Paris, there is a possibility of his visiting Buenos Aires to review the business of Parfumerie Guerlain in that country where their products enjoy a wide distribution.

A reorganization of the capital structure of Norida Parfumerie, New York, has been accomplished with the filing with the Secretary of State of a notice changing the capitalization from 16,000 shares to 13,500 shares of which 3,500 are preferred of \$100 par value and 10,000 common of no par value.

William Henry Rogers, eighty-three, president of Mc. Monagle & Rogers, Inc., and one of the pioneer business men of Middletown, N. Y., died at his home, in that city, January 24. He had been in failing health more than a year, but did not become seriously ill until January fifteenth,

For more than sixty years he had been almost in daily supervision of his pharmaceutical business, which during that time grew to include stores at Newburgh, Suffern Liberty, Monroe and Port Jervis, in addition to the parent house in Middletown.



THE LATE W. H. ROGERS

Mr. Rogers was born at Cook's Falls, above Livingston Manor, December twenty-ninth, 1845, a son of James and Elizabeth Lamb Rogers. He was the last of four children. The family moved to Ellenville, and later, in 1857, to Middletown, where he began his education in the old Wallkill Academy, on the site of the present High School building.

His father died in 1860. His mother's death occurred two years later, and the

youth left school to become a druggist's apprentice in the James T. King pharmacy. After a brief period at this, he went to Brooklyn and entered the employ of Alexander Hudnut from whose pharmaceutical interests began the great perfumery manufacturing business coinducted as Richard Hudnut.

Having gained considerable experience in his chosen field, Mr. Rogers returned to Middletown and in 1868, during his twenty-third year, he formed a partnership with D. C. McMonagle, another druggist's apprentice, to do business under the name of McMonagle and Rogers.

The next year, he and Amelia Chattle, daughter of Thomas Chattle and a member of one of Orange county's most prominent families, were married. Mrs. Rogers died suddenly, April second, 1924, in Orlando, Fla.

The business partnership with D. C. McMonagle lasted thirty years until 1898 when Mr. McMonagle retired and his interests were taken over by Mr. Rogers' son, Fred S. Rogers. The firm already had gained a national reputation in the manufacture of flavoring extracts and in the wholesale of drugs, and the elder Mr. Rogers, then in his fifty-third year, maintained a constant participation in the operation and enlargement of the business until his enforced retirement a few days ago.

Mr. Rogers was public spirited and in his more active days he took a keen interest in the general welfare of the particular business with which he was identified and in the affairs of the city in which he made his home. He was one of the founders and a charter members of the New York State Pharmaceutical Association, having served a term as its President. He was an Honorary President of the American Pharmaceutical Association and ex-President of its Board of Control. He served these associations faithfully and his wise counsel and informed opinion were always at their service. Mr. Rogers was an expresident of the Middletown Business Men's Association and a member of the Chamber of Commerce from the Men's of the likew was : No. behali as Pr State of the the B childr McM F. E.

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time it was organized as the successor of the Business Men's Association. He was an enthusiatic fireman and one of the charter members of the Monhagen Hose Co., and likewise a charter member of the Middletown Club. He was also a Mason, being affiliated with Hoffman Lodge, No. 412. Mr. Rogers found time for public service on behalf of his State and City. He served for twelve years as President of the Board of Managers of the New York State Hospital at Middletown. He was an ex-president of the Middletown Board of Education, and a member of the Board of Water Commissioners of a former day. Three children survive: Fred S., who is secretary-treasurer of McMonagle & Rogers, Inc., and former president of the F. E. M. A.; Thomas C., an attorney, and Elizabeth, wife of Wickham W. Young. All are residents of Middletown. \* \* \* \*

H. D. Crippen, treasurer, secretary and general manager of The Bon Ami Company, New York, has been elected vice-president and director. \* \* \* \*

Charles W. Jennings, Sr., president of the Jennings Manufacturing Company, manufacturers of flavoring extracts, Grand Rapids, Michigan, passed away very suddenly on January 10th. Mr. Jennings was at his office as usual on January 9th apparently in the best of health and after retiring that night he be-

came ill and passed away within a short time.

He was born in Lockport, N. Y., November 25th, 1853. When he was 13 years old the family moved to Buffalo and the boy entered the employ of Barnes and Bancroft, dry goods merchants. At the age of 18 years, he formed a partnership with his two brothers William H. and Richard Jennings and en-



Rapids under the name, C. W. Jennings & Co.

In March, 1905 the business was incorporated under the name, Jennings Manufacturing Company, manufacturing and selling flavoring extracts, bluing and ammonia and perfumes and toilet preparations which had previously been added to the original line.

In August of last year Mr. Jennings transferred the complete toilet preparations department of the business to the National Association of Drug Clerks, who are operating under the name, The Jennings Company, Perfumers, at Palmyra, Wis. The flavoring extract department, which was the original business of the concern, is operating in Grand Rapids under the name, Jennings Manufacturing Company, of which he was president.

He leaves three daughters, Irene H. Jennings, Marion W Jennings, both of Grand Rapids, Mrs. C. Brayton Quigley of Painesville, Ohio; a son, Charles W. Jennings, Jr., and a sister Mrs. Hattie Sands of Buffalo, N. Y.

Mr. Jennings' widow Mrs. Irene B. Jennings, survived him less than a month, her death taking place in Grand Rapids on January 29. His sister, Mrs. Lucian Hawley, died on the same day Mr. Jennings passed away.

Felix Levy, founder of Maurice Levy, New York, died January 26th at the Fifth Avenue Hospital, at the age of

Born in Strasbourg, he came to this country at an early age. In 1892, he organized the firm, Maurice Levy, im-



THE LATE FELIX LEVY

porters of toilet articles, of which he was an active member until a few years ago when he retired from active business. The firm has been continued by his son. Maurice Levy.

As a philanthropist, Mr. Levy was not only well known in this country but also in France. In 1904, he founded the Ecole Maternelle Française, or the French Day Nursery, of which he remained president until his death. The good he effected among the French

people in New York will long be remembered. In 1927, the French government recognized Mr. Levy's work and bestowed upon him the cordon of the Legion of Honor. He was also a member of the Legion of Honor Society.

He is survived by two sons, Benjamin E. Levy, vicepresident of Coty, Inc., and Maurice Levy, president of Maurice Levy, Inc.

Prince Matchabelli Perfumery, Inc., New York City has moved from 686 Lexington avenue to much larger and more convenient quarters at 160 East 56th street. Increasing business has forced the company to take an entire floor of about 4,000 square feet at the new address. Prince Matchabelli, founder of the house, recently made a tour of the West lecturing on perfumes and visiting the shops which carried his products.

Frank J. Roe, secretary of P. & P. Derode Fréres & tract business in Grand The Late C. W. Jennings, Sr. Dammann, Inc., New York City, died at Kansas City, Mo., on February 9, following an operation for appendicitis.

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Mr. Roe had been travelling through the Middle West when he was taken ill. He was 68 years old.

Practically his entire business career was spent in the vanilla bean industry. For the last five years he has been connected with the Dammann firm in a sales and managerial capacity, having joined that house in 1924 when the American branch was organized. Prior to this connection he was with The Antoine

THE LATE FRANK J. ROE Chiris Co., for many years in the vanilla bean department. He was unmarried and leaves no close relatives.

No plans have been made for the appointment of a successor and the work which was in his hands will be taken over by Jean Dammann.

The annual sales convention of the Mennen Company, was held at the headquarters of the firm in Newark in January. Sessions of the convention were held at the Newark Athletic Club with visits to the plant and offices of the company as features of the program. Representatives from all parts of the country were in attendance.

Among the plans discussed by the gathering was the



MENNEN CO., SALES GROUP. W. G. MENNEN FOURTH FROM LEFT, SEATED

bringing back of the famous Mennen character, "Jim Henry" in sales and advertising work. The group approved this project and were also enthusiastic over the other advertising plans which called for a considerable increase in the advertising outlay during the coming year. New packages for some of the company's products were on display and met with hearty approval.

Among those present at the meeting were William G. Mennen, president; W. W. Holt, sales manager; C. V. Barradale, advertising manager; H. S. Round, assistant sales manager; and the following representatives of the company; J. C. Houser, E. A. Moeschen, A. J. Duffy, C. W. Blanton, C. H. Earle, P. E. Holy, A. B. Puddington, J. L. Freedman, R. F. Leek, F. H. Scherer, A. S. Kinsey, C. Pataky, H. H. Gould, L. C. Jacobs, W. L. Wisner, O. L. Whalin, C. W. Voorhees, A. R. Suma, A. G. White, R. L. Whitehead, F. C. Moynihan, L. C. Sheebs, C. W. Bricker, C. V. Duffy, W. Eaddy, and G. J. Omer.

The Master Chemical Co., Inc., has moved from Lake Alfred, Fla., to Columbia, S. C., and will start manufacturing operations on its principal product "Master Dentifrice" there in the near future. The company, which is headed by R. E. Graybel, has also taken over the trade names and plant of the Sana Chemical Co., and will manufacture the line of disinfectants and other products formerly made by that organization. James B. Pratt, formerly with the Sana Chemical Co., has been elected secretary.

Mavan Products Co., toilet preparations, of Lewiston, Me., advises that its offices have been moved to larger and more central quarters at 104 Bartlett street. The company, which is under the direction of L. D. Jacques, was formerly located at 329 Sabattus street.

Charles A. Hedden, general sales manager of Princess Pat, Ltd., Chicago, spent several days in New York early in February. The Gold Dust Corporation announced recently that more than the required 51 per cent of Standard Milling stock to effect the merger which has been under consideration had been deposited under the exchange offer and that the plan was operative. It was stated that the Equitable Trust Company received deposits of Standard Milling Company stock under the terms of the offer until the close of

business February 9.

Stock certificates for \$6 cumulative convertible preferred stock and trust certificates for common stock of Gold Dust Corporation may now be received, it was stated, at the office of the Equitable Trust Company, depositary, in exchange for certificates of deposit of Standard Milling Company preferred and common stock.

Considerable opposition developed toward the terms of the exchange offer among Standard Milling stockholders, and on February 1, which was originally named as the final day for deposit, only 48 per cent of Standard Milling stock had been deposited. Gold Dust offered to exchange two of its common shares for each one of Standard Milling

ing common and one share of a newly created issue of preferred for each Standard Milling preferred share.

Before the exchange offer was made Gold Dust acquired 40,000 Standard Milling common shares. The latter company is one of the largest flour milling concerns in the world, with assets in excess of \$40,000,000. Gold Dust has been expanding its operations rapidly in the last year, taking over the American Linseed Company and the latter's subsidiary, Best Foods, Inc.

The V. V. Campbell Co., manufacturers of flavoring extracts will erect a most attractive laboratory and office building in the residential section of Oklahoma City. The company was organized in May 1921 by V. V. Campbell, The type of architecture of the new building will be modern



NEW PLANT OF V. V. CAMPBELL CO.

Spanish; it will have a stucco finish, tile roof and brick and stone trim. As can be seen from the accompanying sketch the building will be an addition to any residential section.

The new plant will be equipped with every improvement for the handling of the materials and finished products. All manuface filling, l stock regeneral look all will be a

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manufacturing and processing will be on the third floor, filling, labeling and packing on the second, and shipping and stock room on the first. On the second floor will be the general offices which will be so planned that they can overlook all factory operations on the first. On the lower floor will be a front office for extract and food color exhibits. A complete research laboratory will be located on the top floor.

The factory is planned so that the minimum of hand labor will be necessitated as arrangements for conveyors, elevators and chutes have been made so that production will be at a maximum with minimum cost. This is expected to decrease operating expenses fifty percent.

The company has worked out a very comprehensive marketing program. A thorough survey of every county in the United States from the standpoint of household flavoring extracts consumption has been made and the work of opening up new territories will be done systematically until the entire 379 trading areas are supplied with extracts on the basis of the quota prepared.

Miss Mabel Ogilvie sailed on the Majestic, January 18, for Paris where she will resume charge of the Paris branch of Ogilvie Sisters. Miss Ogilvie has been spending a month at the New York headquarters of the house.

Pacquin Perfumers, New York City, has filed with the secretary of state a notice of change of its corporate title to Pacquin, Inc.

One hundred fifty employees of the sales force of McCormick & Company attended the bi-annual convention held recently in the convention hall of the company's building in Baltimore. The convention was opened with an address of welcome by Mayor Broening. Following the mayor's address, W. M. McCormick, president and founder, emphasized to the men the necessity of being well informed, and stressed the idea of selling a service along with the firm's

Representatives of the Eastern sales division of the Plough Chemical Co., Memphis, held their annual meeting at Fairmont, W. Va., February 2 and 4. E. A. McCullough, general sales manager, and E. F. Gower, eastern sales manager presided. Plans for extending sales and utilizing the value of the projected \$1,000,000 advertising campaign were discussed. Those present included: M. G. Jodry, southern Ohio district; J. S. Jones, northern Ohio; J. J. Barry, western Pennsylvania; F. W. Schwartzer, Maryland and Delaware; C. R. Shepherd, northern West Virginia, and A. M. Simmons, southern West Virginia. All reported a pleasant and inspiring meeting.

Isabey, Inc., representatives in the United States for Isabey, Paris, has moved to much larger quarters in the same building, 411 Fifth avenue, where offices and showrooms have been located in the past. Georges Brossard, vice-president of the company has been visiting the American house.

Keystone Labratories, Memphis, Tenn., manufacturers of La Jac toilet preparations, have recently completed a handsome and completely equipped factory building. The company was organized by J. S. Menke three years ago. In addition to the Memphis headquarters it operates a branch at New Orleans under the direction of George I. Vaughn.

advertising agency, Cecil, Warwick and Cecil, New York. Mr. Warwick suggested that the slogan for 1929 be "Over the Line in '29." The following evening the convention was addressed by George F. Mitchell, supervising tea examiner of the United States. The rest of the week was devoted to daily meetings at which various methods were discussed for the further exploitation of the company's products and the making of 1929 the banner year in the history of McCormick



products. It is on the basis of these ideals that the company has grown, in the forty years of its existence to be one of the largest houses of its kind in the United States and an important factor in Baltimore industry.

The first evening of the convention a dinner was given to the men at the Emerson Hotel by the advertising department, under the direction of F. W. Ensey, advertising director, The speakers of the evening were Harter B. Hull, Dodge Motor Co., and H. P. Warwick, vice-president of the

& Company and to various entertainment features of more than usual interest.

Willoughby M. McCormick, president of the company sailed on the new motorship New York, January 31 for a six weeks' Mediterranean cruise. The tour includes all of the principal points of interest on the Mediterranean Coast with calls at Hamburg, Amsterdam, The Hague and London on the return voyage. He will return about the middle of April.



NEW PLANT OF I. L. LYONS CO., LTD., NEW ORLEANS, LA.

A desire for increased efficiency and the needs of a growing business prompted officials of I. L. Lyons Co. Inc., New Orleans in its recent move to the new building shown in the accompanying photograph, according to E. B. Briggs, vice-president and general manager.

The old building at the corner of Camp and Gravier streets was eight stories high. The new building at the corner of Tchoupitoulas and Julia streets has only three stories but has 25% more floor space.

All shelf stock and the packing department are on the second floor. All storage at present is on the ground floor. The new arrangement makes possible a very appreciable speeding up of service.

Another reason prompting the move was the presence of switch-track facilities at the new building. The old location was too near the heart of the business district to be so provided. The new location is free from the congested parking conditions common to the central business sections of large cities. Ample parking space for the customers and business men connected with the plant is available.

Extensive remodeling of the new location included installation of a proper system of shelves for the stock rooms. More than 70,000 board feet of lumber were used in this work. It was also necessary to transfer various equipment including spiral roller chutes used for conveying boxes from the packing department to the trucks from the old building.

Arrangement of the new building follows the usual plan of drug wholesalers. Foreign and domestic perfumes and powders are kept entirely in a special room which is entered only by one employee, who is under bond. He prepares all shipments from this room and passes them out through a wicket gate. No one else is permitted in the room under any pretext. Thus the most valuable cosmetics are safeguarded from petty thievery, careless handling, or more serious thefts.

Drug and toilet goods orders are made up by twelve employees skilled in this work, prepared for shipment on the same floor, and sent down the spiral chutes to delivery trucks waiting below, or to freight cars for out of town shipment. Large supplies of all goods are kept on the shelves but the main storage is in the large warehouse on the first floor. At the end of each day a requisition must

be made up for each shelf, stating the amount of goods needed to replenish the shelf stock after the day's orders have been filled.

The Lyons organization does little manufacturing but is one of the city's largest jobbing houses. Besides drugs and perfumes, large lines of surgical and hospital supplies, a very complete line of patent medicines, powders, creams, general cosmetics, and various common drug store sundries are handled. Coty, Houbigant, and other standard foreign toiletries are carried. American products include Colgate's, Hudnut's and several others.

In 1886 Captain I. L. Lyons of the Confederate Army returned to his home at New Orleans and opened a retail drug store at the corner of Camp and Gravier streets. After a few years he became a jobber on a small scale. Seeing the possibilities of this line of work he devoted more of his time to it. Finally the retail business was abandoned entirely. Mr. Lyons still remained at the same location. At last a building had to be erected to house a steadily growing business.

After the death of the original Captain Lyons, the firm was incorporated as I. L. Lyons & Co., Ltd. This took place in 1906. Present officers of the corporation are J. W. Phillips, president; E. B. Briggs, vice-president and general manager; I. L. Lyons, Jr., vice-president and sales manager; G. J. Lyons, vice-president; B. R. Holmes, secretary and treasurer; T. H. Lyons, assistant treasurer and manager of the sundry department.

Donald M. Smith, president of Bristol-Smith, Inc., New York City, with Mrs. Smith sailed on the Homeric January 26 for a six weeks tour of the Mediterranean. The trip includes stops in London, Paris, the southern part of France, Italy, Northern Africa and Spain. Mr. and Mrs. Smith plan to fly from London to Paris.

Stanley Manufacturing Co., Dayton, Ohio, in its attractive insert between advertising pages 80 and 81 of this issue calls attention to the new finishes which the company is now prepared to furnish on its metal seals and labels. Samples of seals with the new finishes are attached to the insert.

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Darcy Parfums, Inc., New York City, has been organized and will take over the manufacture and distribution of the Truvy line, heretofore handled by Truvy, Inc. At the head of the new company is Benson Storfer, president of the Storfer Laboratories and control of the company is in the hands of the stockholders of Storfer Laboratories.

The new company assumes only the manufacture and sale

of the Truvy line and has no other connection with Truvy, Inc. Plans call for a drive to expand sales and according to Mr. Storfer, preliminary sales efforts have been very successful. Jack Alexander, formerly president of Truvy, Inc., is now associated with Darcy Parfums as general sales manager.

Storfer Laboratories will continue as in the past to manufacture and distribute its own line and those of the several foreign houses

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which it represents in this market. The company recently moved to greatly enlarged and more attractive quarters at 236 Fifth avenue, N. Y. Ample offices and most attractive show rooms are available at the new address and in addition, room available for manufacturing purposes is more than doubled. Mr. Storfer advises us that further expansion of the manufacturing facilities will be undertaken at once. Offices of Darcy Parfums, Inc., are also located at the same address.

Dr. M. Szamatolski, chief chemist of Givaudan-Delawanna Inc., New York City, who also holds the post of consulting chemist for the New Jersey State Department of Labor, represented the state at a conference on radium diseases, called by Surgeon General Hugh S. Cumming of the United States Public Health Service. The conference was held in Washington late in December. In it Dr. Szamatolski took an important part. He has done a large amount of work on the question through his connection with the State Department of Labor in New Jersey where most of the cases of radium poisoning in this country have originated, and is credited with being the first to recognize the true character of the disease and to suggest its cause and remedial measures.

In the latest bulletin of the Department, the work of the conference is described in some detail and considerable credit is given Dr. Szamatolski, not only for his part in the conference but for the other work which he has done in connection with this important subject.

As we go to press we learn with regret of the death of John T. Burnett, president of Joseph Burnett & Co., flavoring extracts, Boston. A more extended notice will appear in our March issue.

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A further expansion of the radio advertising campaign of the Bristol-Myers Co., New York, whose Ipana Troubadours are so well known to radio fans, was inaugurated January 30 when the "Ingram Shavers" went on the air, using the facilities of the National Broadcasting Co.

The Du Pont Cellophane Co., has announced the appointment of J. G. Jorgensen as assistant district sales manager of the eastern metropolitan area. Mr. Jorgensen has been in the field in Brooklyn, New Jersey and Northern New York State. Previous to that, he covered many of the larger cities helping to introduce Cellophane to manufacturers of package goods when the du Pont company first took over the American manufacturing and sales rights a few years ago.

E. K. Graves has been assigned to the company's outside sales force, with headquarters at the New York office. Mr. Graves spent two years in the company office as head of the package development service. He will now cover the State of Connecticut and the northern part of New York State, the territory formerly covered by Mr. Jorgensen.

William Rheaume has been added to the outside sales force of the Chicago District Office of the company. He will make his headquarters in the Chicago office, and will cover the major parts of Michigan, Indiana, part of Kentucky and all of Illinois except Chicago proper.

Clarence N. Peacock of Russell Sloan & Co., Inc., New York, with Mrs. Peacock, is spending a two weeks' vacation in Havana, Cuba. Mr. and Mrs. Peacock sailed on the Havana, February 19.

Paramount Laboratories, recently incorporated under the laws of Tennessee in the sum of \$85,000 by Clarence A. Hanley of Memphis, Tennessee and Lucius H. Dancy of Holly Springs, Mississippi will immediately engage in the manufacture and sale of toilet preparations, cosmetics, perfumes, household remedies, extracts, etc. The line of Indian Queen preparations for many years successfully marketed by Dr. Dancy as well as the Madam Clare toilet specialities and Richard Clare perfumes, etc., originated by Mr. Hanley will be particularly featured. Dr. Dancy for many years a prominent pharmacist will dispose of his drug business in Holly



Lucius H. Dancy



CLARENCE A. HANLEY

Springs, the Indian Queen Laboratory being moved to Memphis where he will permanently locate.

Mr. Hanley is well known to the trade having been engaged in the toilet goods industry for over twenty years; for the past eight years La Creole Laboratories, a subsidiary of the Van Vleet-Mansfield Drug Company of Memphis, has been under his management. Dr. Dancy is president of the new concern, Mr. Hanley vice-president and general manager and Mrs. Mary V. Campbell formerly with La Creole Laboratories, secretary-treasurer.

Harry B. Grubb has been appointed assistant sales manager by the Oxzyn Co., New York City, manufacturers of toilet preparations. Mr. Grubb comes to this position well equipped to handle its exacting duties. He has been connected for the last sixteen years with Bourjois, Inc., New York City. Through his connection with the toilet goods trade, he has made a host of friends not only in the manufacturing industry but also among the department store buyers. We join them in best wishes.

We are in receipt of the subjoined communication and because of the fact that it completely covers this interesting subject we will not add to it at length.

Burton T. Bush, who is so well known throughout the perfume and soap industry here and abroad, and, of course, to our readers, has, we learn, acquired a considerable stock interest in the Synfleur Scientific Laboratories, Inc., Monticello, N. Y., and been elected president and director of the

company.



BURTON T. BUSH

The founder of the business, the late Dr. Alois von Isakovics was a valued friend of this journal, and his standing as a chemist in this industry was widely recognized. Every year he delivered several lectures at Columbia University on the manufacture of aromatic chemicals, and in other ways contributed to the advancement of the industry. The technical work and business management of the company since his demise in 1917 has

been in good hands, and the entry of Mr. Bush into the organization presages the further expansion of its activities.

A New York City office has been opened at 30 East 23rd street, where sufficient stocks for the needs of the local trade will be carried and where it is planned to establish a service laboratory for the convenience of customers. The election of Mr. Bush to the presidency, and to the board, as of February 1, has just been communicated to us in the following letter:

"We take pleasure in announcing the election of Mr. Burton T. Bush as president and director of our company.

"Mr. Bush needs no introduction to the trade having been actively associated in the essential oil and aromatic chemical industry for over twenty years. As president of Antoine Chiris Company he built and operated their factory at Delawanna, N. J., which works he subsequently purchased to found Burton T. Bush, Inc., later acquired by Givaudan-Delawanna, Inc.

"Mr. Bush becomes associated with our company for the purpose of further developing our manufacturing resources and directing our sales policy. His future program has been fully outlined and it will have our hearty support.

"We wish to thank our friends for their favors in the past and trust that our organization may continue to be of service to them in the future.

"Synfleur Scientific Laboratories, Inc. "Monticello, N. Y., February 1, 1929."

Harry H. Bartold, recently appointed Chicago representative of Norda Essential Oil & Chemical Co., has been elected vice-president of the company. Mr. Bartold has been prominent in the Chicago trade for many years, for the last twenty-five as Chicago manager for George Lucd.

HARRY H. BARTOLD

ers & Co., New York. Despite his reluctance to talk about himself, our Chicago correspondent persuaded him to let us have the following facts.

He was educated at the Universities of Bonn and Berlin in Germany and received his Ph. G., from the College of Pharmacy of New York. After having been connected for a time with the Abbey Effervescent Salt Co., of New York, he became associated with Fritzsche Brothers, Inc., and a short time after with

George Lueders & Co. He is a member of the Old Colony and Lincoln Clubs, the Chicago Drug & Chemical Association, various Masonic organizations, the Covenant Club and was president of the Chicago Perfumery Soap & Extract Association in 1917.

Mr. Bartold has made an ever widening circle of friends during his long residence in Chicago and their heartielt wishes for his continued success would fill many pages.

Many of the readers of our Soap Section are doubtless familiar with the work of Eugene Schuck. We are pleased to announce that Mr. Schuck has consented to write a series of articles for that section, the lirst of which appears in this issue.

After receiving his early education in Germany, Mr. Schuck did special work in chemistry in Berlin under Dr.



EUGENE SCHUCK

Fischer and later analytical work in the laboratories of Dr. Vogtherr and Dr. Lohmann in the same city. Coming to the United States in 1903, he held consecutively positions as chemist, soap maker, superintendent and technical expert with such well known firms as The Pacific Coast Borax Co., The Bon Ami Co., Lautz Brothers & Co., and the Badische Company. In 1922 he established himself as technical consultant for the soap and allied industries in

Los Angeles. In this work, he has travelled throughout the country and abroad, only recently returning from a long stay at Barranquilla, Colombia, where he designed built and equipped a modern soap factory. He has recently joined Nassour Brothers, importers and manufacturers of olive oil Castile soap who recently established a branch in Los Angeles in addition to their plants in Barcelona and Constantinople.

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E. M. Laning, president of E. M. Laning Co., New York City, left February 13 for an extended trip through the South which will take him as far as New Orleans and Jacksonville. Mr. Laning expects to be away for three weeks.

On advertising pages 70 and 71 of this issue, Woods & Chatellier, manufacturing gold and silversmiths, New York City, begin a series of announcements featuring a new double compact, for which many advantages are described in the advertising copy.

\* \* \* \*

We are now able to present some additional data regarding the house of Organico, Nanterre, France, whose American agency was recently taken over by Compagnie Parento, Croton-on-Hudson, N. Y. Organico was founded in 1908 as Nadal & Desparmet, but was completely reorganized and its name changed to Organico when new interests took control in 1926. During the last three years, the company has been specializing in the manufacture of synthetic organic chemical specialties among which are the higher fatty aldehydes, heptine and octine carbonates and other important synthetics for use in the perfume, toilet preparations and flavoring extract industries. Another important part of the business has been the manufacture of raw materials for cellulose varnishes.

The company is under the chairmanship of G. Prevot, but business direction and control are in the hands of A. Zundel, general manager. Technical and scientific work is under the direction of H. Joliet. Both of these men are well qualified by education and experience to direct the destinies of the house.

Compagnie Parento advises us that it will carry a complete line of Organico products at its plant at Croton-on-



A. ZUNDEI

H. JOLIET

Hudson and that it is planning an active campaign to increase the distribution of this interesting line of synthetics in the United States. Addington Doolittle, secretary of the company, who with Mrs. Doolittle is traveling in France, sends us a card from Nice telling us that the mountains are covered with snow and that the weather is much more severe there than at the time of his visit last year.

Compagnie Parento has also advised us that it has been appointed representative in the United States of Etablissements Victor Hasslauer, Paris. This company specializes in natural raw materials for perfumery including such items as natural musk, civet, castoreum and ambergris.

Marcel Prot, one of the owners of Parfumerie Lubin, Paris, arrived with Mme. Prot on the Paris January 23 for a stay of about two months.

In a recent interview with the Editor he advised of the formation of a new American corporation to handle the firm's business in the United States under the style of



MARCEL PROT

Parfumerie Lubin, Inc., 6
West 48th street, New York.
The Lubin business, which is
so well known throughout
the world, is over 130 years
old. Its assembling plant is
at Courbevoie (Seine), and
there is also a raw material
plant at Cannes where the
company produces much of
its own floral materials.

Mr. Prot, with his brother, Pierre Prot, are the present owners and has been associated with the business over fifteen years, and his visits to England and the United

States have in part served to give a cosmopolitan touch to his excellent knowledge of English. He is naturally well occupied in getting the new American company in going shape, but will find time to visit some of the firm's leading accounts in the East.

Mr. Prot is president of the American company and has appointed H. Conche as general manager, who has been for several years in charge of the Export Department of Parfumerie Lubin, Paris. Mr. Conche arrived in New York a short time ago, and he will be assisted by J. Warren Kane as sales manager. Mr. Kane has been in the line for over twelve years, having been associated with Bourjois, Inc., over six years, and for the last five years selling Lubin products all over the United States.

The new American company is thus inaugurated with excellent prospects for the rejuvenation of this famous brand throughout the American market.

The Hunnewell Soap Co., Cincinnati, has appointed the Keelor & Stites Advertising Co., of that city, to direct its advertising account. Newspapers will be used.

C. Lionel Marcus, president of the Lionel Trading Co., is spending a month in Europe. Most of his time will be spent in Paris. He expects to return about March 1.

Senator Eugene Charabot, president of Charabot & Co., Grasse, France, sailed on the Ile de France, February 1. after a visit of about two months in the American market. Senator Charabot made his headquarters with his American representatives, Ungerer & Co., New York and stopped with his close personal friend, W. G. Ungerer, president of that company. While much of his time was spent in strictly business matters, he found time to give his attention to numerous organizations in the work of which he is interested, presiding or speaking at meetings of the Alliance Française and other groups whose purpose is the cementing of Franco-American relations. Senator Charabot expressed himself as gratified with the progress which his house has been making in this market and pleased at the opportunity of again meeting so many of the friends which he has made in his frequent visits here in the past.

Gabriel Varvat, perfume chemist of Etablissements Roure Bertrand Fils & Justin Dupont, Grasse, who sailed for France December 18th on the Paris in company with his wife and M. and Mme. Louis Roure, returned on the Ile de France January 29th. Mr. Varvat is a brother of Mme. Louis Roure.

While in France, Mr. Varvat visited both plants of the company, the one for the manufacture of natural products, located at Grasse, and the other, for the manufacture of synthetics and chemicals, located at Argenteuil. During the past year the plants have been developing new products and he studied the additions to the company's line to decide which ones would appeal to the American market and could best be introduced here.



C Blank & Stoller GABRIEL VARVAT

For several years Mr. Varvat has been one of the technical collaborators of the company, specializing in technical and research work. His experimental and research laboratory is with the George Silver Import Co., New York City, the company's exclusive representatives in the United States and Canada.

Dr. F. J. Dunn, manager of the Chicago offices of W. J. Bush & Co., New York City, was a visitor at the principal office of the company early in February. Dr. Dunn spent about a week conferring with officials and department heads and going over the prospects for increasing Mid-western business during the coming season.

T. R. Lockwood, president of Lockwood Brackett Co., soap importers, Boston, returned recently from a European trip. Mr. Lockwood visited England and later made a tour of the Southern European countries.

\* \* \* \*

H. C. Collada, connected with the export department

of the Felton Chemical Co. Inc., Brooklyn, N. Y., will leave in the near future for a visit to the South American countries.

After a short stop in Rio de Janeiro he will make his headquarters in Buenos Aires from which point he will cover Argentina. A trip over the Andes will take him into Chile and Peru. Mr. Collada expects to be away about 8 or 10 months, making the return trip by way of San Francisco.



He has a thorough knowledge of perfume raw materials, essential oils and allied lines and his tour is expected to add materially to the Felton business in South America.

Joseph Franks, president of the Du-Frank Corporation, Brooklyn, N. Y., has completed a quarter of a century of experience in the manufacture of paper boxes; for it was just twenty-five years ago, on leaving school, that he started in a minor capacity in a paper box company.

He devoted himself so whole-heartedly to the work that by the time he was 18, he was manager of the plant. His work in this position attracted the attention of some of the larger houses and soon some attractive offers were made to him and he served for some of the best known houses, entering business on his own account just before he reached the age of 30.

When war was declared against Germany, Mr. Franks was a member of the old 47th Division of Brocklyn, with which unit he went over-seas, serving fourteen months in France. In 1919 he was mustered out and immediately returned to the paper box trade,

Mr. Franks has traveled all over the United States, much of his traveling in the East being done by automobile for he is an enthusiastic motorist. His other hobby is bowling in which he scores an average of 190.

His main hobby however is business, and he now spends







C Blank & Stoller LOUIS BRODNER

a greater part of his time as general manager of production. He has surrounded himself with a loyal group of employees, many of whom have been with him a decade or longer. Each year he tenders his employees a banquet and dance which is highly appreciated by them.

Associated with Mr. Franks in the business is Louis Brodner who is in charge of sales. He was graduated from Public School No. 149 after which he studied advertising and salesmanship in evening high school. He continued his studies after he secured a position with Elizabeth Arden as office boy. From that position he worked his way into responsible sales work.

During the war Mr. Brodner served in the navy and was assigned to the Pacific water fronts. Much of his time was spent ashore observing how the Japanese fabricate hand-made boxes. In 1919 after being mustered out he returned to the organization of Elizabeth Arden, resigning in 1926 to take charge of sales for the Du-Frank Corpora-

The trend toward more and more artistic wrappings for toilet preparations is emphasized again in the attractive insert of C. R. Whiting Co., Inc., Newark, N. J., which appears between advertising pages 132 and 133 in this issue.

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At the annual meeting of the Board of Directors of the Larkin Co., Buffalo, N. Y., February 5, James Crate Larkin, James E. Wilson and Theodore C. Jewett were elected vice-presidents and directors of the company. Mr. Larkin has been secretary and assistant treasurer of the company. His new duties will give him charge of sales in the Larkin department and chain stores in Buffalo. Mr. Wilson is in charge of traffic and public warehouse operations of the company and Mr. Jewett is in charge of maintenance and engineering departments. Their duties are unchanged.

Monroe Loeb, vice president and sales manager for the Reich Ash Corporation, New York City, has been made president of the Junior Sales School of the Corporation of which he is the founder. Once a month Mr. Loeb lectures to the salesmen in the organization, giving them selling data on the products of the company and offering suggestions for making sales in the most scientific way. Mr. Loeb has devoted his entire business experience to sales work. After leaving school he was in the textile line for ten years, after which he became interested in the possibilities of the toilet preparations field and became affiliated with Sidney Ash some fifteen years ago. He continued with the organization and now occupies the

position of vice-president.

There is scarcely any city in the United States that he has not visited in the course of his work; and it is said that there is no resident buying office in the chain store and syndicate group where he is not known and welcomed by his first name. Even though he is head of the sales department, he still takes an interest in personal sales work.

His hobbies are fishing and baseball, having won for



Blank & Stoller
J. B. H. ASH



© Blank & Stoller
MONROE LOEB

himself in years gone by an excellent reputation as a crack third baseman.

The company has also advised us that J. B. H. Ash, secretary, who has traveled throughout the United States for half a century and who is said to have been home only six weeks in this time, is going abroad shortly to visit the markets of Europe, Asia, Africa and Australia in the interest of the company. Mr. Ash is known from coast to coast, and it said that there is no town of over 35,000 which he has not visited in the years that he has been traveling since he was 17 years old. His son, Arthur L. Ash, who joined the organization immediately after his graduation from high school, is now in the sales department covering the five boroughs of New York City, and New Jersey.

L. W. Batten, Jr., formerly connected with F. J. Ross Co., New York, advertising agents, who have for many years handled the attractive advertising copy of the American Can Co., appearing regularly in this journal, is now associated with Calkins & Holden. The latter firm handles the advertising of Richard Hudnut.

Arthur E. Bennett of Albert Verley, Inc., Chicago,



© Blank & Stoller
ARTHUR E. BENNETT

and brother of David A. Bennett, president of that company, sailed on the Majestic, February 8 for a European trip. Mr. Bennett will be gone several weeks visiting Paris and conferring with Dr. Albert Verley, head of Etablissements Albert Verley at Ile St. Denis, near Paris. Mr. Bennett spent several days in New York prior to sailing.

The Celma Company, Toledo, Ohio, maker of Marie Barlow beauty prod-

ucts, has placed its advertising account with the H. S. Howland Advertising Agency, Inc., New York. Newspapers will be used.

The annual dinner dance of Fritzsche Brothers, Inc., New York City was held at the Hotel Pennsylvania, New York, on Saturday evening February 9. Only the absence of F. E. Watermeyer, president of the company who was detained at home by the illness of Mrs. Watermeyer, marred an otherwise perfect occasion. With the exception of Mr. Watermeyer, the entire official personnel together with all the employees and their wives and escorts were in attendance to the number of more than two hundred—a record number for this gathering. F. H. Leonhardt, vice-president, acted as master of ceremonies. An excellent dinner followed by an evening of dancing to the strains of Fletcher's Orchestra, served to make the evening thoroughly enjoyable to everyone. Handsome prizes were awarded to the successful ones in two elimination dance contests.

An unusual feature was the public showing of a moving picture film depicting everyone in the local organization from officials downward, each busy at his daily tasks. This aroused much interest and enthusiasm among those thus permitted to view themselves for the first time on the silver screen and proved to be a very novel and interesting feature.

Francis T. Dodge, president of Dodge & Olcott Co., New York City, left February 11 for a tour of the Middle West. He expected to meet William G. Moore, second vicepresident of the company and its Western representative in Detroit and to visit the trade with him, spending some time as well at Mr. Moore's Chicago headquarters.

Etablissements Antoine Chiris, of Paris and Grasse, have sent us a most attractive calendar. Each of the twelve sheets contains a colored photograph of the cultivation of the various flowers used in the manufacture of perfumes.

Louis Dejonge & Company, New York City, announced on January 10th that George R. Peabody, general manager of the Fitchburg, Mass., mill, had been put in full charge of all operations of the company.

Robert H. Hervey, appointed general sales manager on February 1st, has been associated with the company for some time, acting as assistant to the president during the past few years.

On February 1st, a glazed and fancy paper division was created to handle the products of the mill at Clifton, Staten Island, and the sales department of this division was put in charge of Henry J. Zittel. Sales of the coated paper diviOn advertising page 22 of this issue, Brass Good Manufacturing Co., Brooklyn is calling special attention to a special finish for caps for toilet preparations which is states is specially adaptable for use on preparations containing alkalis or alcohol. The company has also developed a new trade mark, featuring the initials of its name and the numerals 1876, the year it was founded.

John Powell, vice-president of John Powell & Co, New York City, has been elected to membership in the Advertising Club of New York.



© Blank & Stoller ROBERT H. HERVEY



© Blank & Stoller HENRY J. ZITTEL



© Blank & Stoller
THEODORE BLISS

sion, which handles the products of the mill at Fitchburg, Mass., are in charge of Theodore Bliss. Mr. Bliss will also be in charge of advertising for Louis Dejonge & Company.

The Price-Hannah Co., Chicago, advertising agency, has been appointed to direct the advertising account of the Odor-Nox Chemical Co., Chicago, manufacturer of a deodorant. Newspapers will be used.

\* \* \* \*

Fire in the storage and warehouse building of the Victor Metal Products Corporation, Brooklyn, N. Y., was discovered shortly after fifty employees had reported for work February 14. All escaped without injury.

The company immediately moved its offices into its brick factory building adjoining and also fitted up another brick building to the left of the frame structure so that there was no interruption in production.

It is probable that the frame structure will be replaced with a brick structure as all the property is owned by the company.

Chemical laboratories of E. L. Knowles Co., Inc., of Springfield, Mass., were gutted by fire on January 9th, and the damage done to the laboratories and apartments above is estimated at \$20,000. A slight explosion preceded the outbreak of the fire, which quickly spread throughout the first floor and to the second. Toilet articles were compounded in the plant, and there was considerable alcohol and chemicals in the establishment for manufacturing purposes.

Eric Vles, treasurer of Polak's Frutal Works, New York returned on the *Majestic*, January 16 from a ten weeks' trip abroad, most of which time was spent at the principal office of his company in Amersfoort, Holland.

Thomas Moore of Bristol Smith Inc., has returned from a trip to Bermuda which included a visit to the home of Thomas Moore, the distinguished poet.

\* \* \* \*

H. R. McCleary of Memphis, Tenn. has purchased the entire holdings of the stockholders of the Boyle Soap Powder Co. The trade is effective immediately.

Joseph B. Magnus, vice-president of Magnus, Mabee & Reynard, Inc., New York City, with Mrs. Magnus, just spent two weeks enjoying the balmy breezes of Florida.

. . . .

In the spring America's first all glass house will rise for three stories atop the Pinaud building on East Twenty-first Street, New York City. "Bricks" of glass will be the sole building material, aside from narrow tubes of reinforcing concrete and rods. Ely Jacques Kahn, the architet claims for the novel structure all sorts of virtues of health and aesthetics. The effect at night, when the house is lighted from within, will be dazzlingly brilliant.

The glass bricks are slightly less than six inches square each unit being erected of two pieces somewhat concave on the inner side to provide air space for insulating purposes. The units thus joined will make walls one and seven-eighths inches thick, these walls hanging on the customary steel framework and brick sills. The glass will be translucent. From the practical point of view, it is said that the glass house will have many advantages over the usual brick structure—effecting savings because of the simplicity of structure, in the economy of space and the space. The Pinaud building will be the first glass house put up in this country, although such structures have been very successful in Germany from both practical and aesthetic points of view.

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Emile D. Gutcheon, Vice-President in charge of sales for the Ganna Walska Perfumes, Inc. will leave at the end of February for a tour to the Pacific coast. He will select one smart store in each of the principal cities for the exclusive distribution of the "Ganna Walska" perfumes and cosmetics. The company announces the removal of their offices to 655 Fifth Avenue, New York City.

Leo Benjamin, president of the Leeben Chemical Co., Inc., is sojourning at Miami Beach for a vacation. Being an ardent follower of Isaak Walton we expect that the tarpon and tuna will be glad when the vacation is finished.

Fire on February 10 did about \$75,000 damage to toilet goods stocks of LaPompadour, Inc., Minneapolis. The blaze originated in the basement of the plant and spread through the building. Firemen were hampered in their work by the danger of explosion of stocks of alcohol, but, fortunately, the alcohol room was not in the direct path of the fire. The loss is partially covered by insurance according to S. S. Kauffman, president of the company.

The American Solvents & Chemical Corporation has moved its executive offices to the new Chanin Building at 122 East 42nd street, New York City. Owing to the greatly expanded business of the company in the chemicals and specialties which it manufactures, this move to much larger quarters has become necessary. The entire thirty-second floor of the new building is now occupied by its offices. The telephone number remains unchanged, CALedonia 1128.

#### Business Record

Orange Crush Holding Co., Chicago, III.—Involuntary. Munditz & Sons, creditors, claims \$1,000.

H. S. Higgins, Chicago, Ill.—Liabilities, \$5,596; assets, \$2,233. Voluntary.

Thomas A. McCann, drug store proprietor, Whitehall, N. Y.-Liabilities, \$10,831; assets, \$1,492.

Robert Coughlan, 21 East 17th St., New York, N. Y.—Doing business as Coughlan Drug Co. Liabilities \$29,048; assets, \$7,550, main item being stock, \$5,500. Principal creditors listed are Houbigant, Inc., \$1,517; Colgate & Co., \$843; Bour Jois, Inc., \$720.

Boris Benjamin, 642 Howard Avenue, Brooklyn, N. Y.

-Liabilities \$6,882.38; assets, none.

Samuel Roberts, druggist, Chicago, Ill.—Involuntary. W. H. Cramer, creditor, claims \$1,000.

H. Cramer, creditor, claims \$1,000. Lewis E. Ireland, druggist, Syracuse, N. Y.—Liabilities

\$68,551; assets, \$68,350.

Joseph Bronitsky, druggist, 124-03 95th Street, Richmond Hill, L. I.—Liabilities, \$2,713.14 and assets, \$1,350.

Elsie Pierce, Inc., beauty salon 130 East 42nd Street.—

Liabilities \$7,426, assets, \$1,550.

Joseph Schlessinger, drug business, 357 Myrtle Avenue,

Brooklyn, has made an assignment to Ralph Pine, 76 William Street, Brooklyn.

Louis Berman, pharmacist, 645 Hendrix Street, Brooklyn.—Liabilities, \$3,500 and assets \$1,000.

Michael Jeanette, druggist, 159 New Main Street, Yonkers.—Liabilities, \$8,237, assets, \$3,548, main item being

Albert Fischer, retail druggist, 1,730 Broadway, Brooklyn. Liabilities, \$13,120, and assets of \$2,000—Judge Moscowitz has appointed John C. Gemple receiver, in bond of \$1,000

#### Chicago Trade Notes

The annual bowling tournament of the Chicago Perfumery, Soap and Extract Association, held over from last Fall, took place at the Elks' Club on Wednesday evening, January 16th. The prizes numbered sixteen, thus provoking a spirited and ambitious attack on the pins, even on the part of those who do not ordinarily perform brilliantly. No bitter tears were shed over the outcome, however, and Arthur Fortune, of Morana, Incorporated, chairman of the committee, who managed the affair, was gratified to note that enjoyment, at least, was a reward that was distributed equally. The prize winners, with their gross totals, were as follows:

First: Walter H. Jelly, of Walter H. Jelly & Co., total, 571; second: A. M. Burgh, of C. W. Beggs Sons & Co., total, 563; third: James Stocks, of Franco American Hygienic Co., total, 556; fourth: C. A. Seguin, of C. A. Seguin Co., total, 555; fifth: W. Susanka, of Dodge & Olcott Co., total, 536; sixth: Walter L. Filmer, of Rossville Commercial Alcohol Corp., total, 527; seventh: Frank S. Dedrick, of James S. Kirk & Co., total, 524; eighth: H. D. Crooks, of John Blocki, Inc., total, 521; ninth: S. U. Boehmer, of Walter H. Jelly & Co., total, 514; tenth: Mr. Penner (guest), total, 513; eleventh: Wm. G. Mitchell, of American Solvents & Chemical Corporation, total, 510; twelfth: A. C. Drury, of A. C. Drury & Co., total, 508.

W. E. Grassie, of van Ameringen, Inc., did not object to being numbered thirteen, as long as it entailed a prize. He was followed closely, at any rate, by three other aspirants who were less fortunate. L. A. Solo, of Primrose Laboratories, and Paul H. Pettit, of Lady Grey Co., finished fourteenth and fifteenth, respectively, and Donald M. Clark, of Franco American Hygienic Co., capped an explosive performance by taking last place in the winners' column with a score of 493.

The best game of the evening was bowled by A. M. Burgh, who, with 203, established a slender margin of triumph over James Stocks, who registered a game of George Woods, representing Frank Z. Woods, struggled through a series of difficulties, one of the results of which was his arrival at the lowest level of performance with a game totaling only 86. Mr. Woods does not, however, merit jocular comment, or even criticism, for his judgment of distance was undoubtedly impaired by the anxiety which impelled him to gaze intently out of the window at frequent intervals. It seems he had brought his mascot, consisting of two white horses, and as a result of an altercation with the doorman, they were tethered outside in the cold, and resentfully refused to exercise their magnetic luck-bringing influence. He found them later, however, comfortably seated in Mr. Filmer's automobile, complacently munching the stuffing of the upholstery which seemed to delight them greatly.

The booby prize was awarded, with the usual ceremony of smiles, to Joseph De Lorme, of Riviera Products Co., who, in a graceful speech of acknowledgment, stated that his collection of these cherished articles now numbered two hundred and forty-eight. Mr. De Lorme, however, is one of the best natured losers who ever entered a sporting competition. The most rapid game of the evening was played by Donald M. Clark, who smote the pins with such exuberance that Mr. Fortune expressed relief when no message of objection arrived from the government seismographic office.

The National Canners' Association held its twenty-second annual convention at the Stevens Hotel, Chicago, from January 21st to the 26th. Special sessions, lectures and entertainment were features of each crowded day and the ballroom was filled with an extensive array of exhibits. Prominent among the latter was the beautiful and brilliantly variegated display of the American Can Company which proved a magnet for all visitors, and included cans for every conceivable purpose. In attendance at various sessions



CANCO DISPLAY AT CONVENTION

were H. W. Phelps, president of the American Can Co.; Harry Craver, M. J. Sullivan and K. S. Breckenridge, vice-presidents; G. W. Cobb, general manager of sales and G. H. Kellogg, his assistant manager. All the district sales managers were actively present, as were also H. J. Briggs and R. W. Phelps, general managers from Canada. The American Can Co. acted as host at a theatre party on Thursday, January 11. The Continental Can Co. occupied a booth consisting of a large lounge room which was under the charge of T. G. Searle, western manager. This company also held open house every evening in the Tower, where buffet lunch was served and lively sessions were held every evening from six to one. At the Association's executive meeting E. B. Cosgrove, of Le Seur, Minn., was elected president for 1929.

The Marsay School of Beauty Culture, Chicago, has been ordered by the Federal Trade Commission to stop advertising that its course of instruction enables a graduate to become an expert "beauty culturist," or an "all around beauty culturist," or "expert operator," or using any equivalent term in describing the qualifications of graduates.

The school is also directed to cease making exaggerated statements either in advertisements or circular letters regarding earnings or profits to be derived by a graduate in the practice of beauty culture and also other things among which is representing that persons who are not in fact graduates of the Marsay School of Beauty Culture are such graduates.

The complaint was originally directed against Marsay School of Beauty Culture, O. C. Miller, A. J. Weber and Ignatius Barnard. The proceeding so far as it referred to the respondents Miller and Barnard was dismissed by the Commission because these persons at the time of the issuance of complaint had no interest in the Marsay school either by way of ownership of stock or otherwise.

W. H. Geiss, general auditor of the J. L. Watkins Co., Winona, Minn., died of heart failure following pneumonic on January 18. He was taken sick on Christmas Pay and had apparently recovered but two weeks later suffered a relapse. Death occurred at the Winona Hospital to which he had been removed when his condition became serious Funeral services were held at St. Paul's Episcopal Church Winona, with interment at Chicago, his former home. Mr. Geiss leaves a widow and daughter.

The Chicago Drug and Chemical Association held its first meeting since the annual stag banquet in December, in the form of a luncheon at the Medical and Dental Arts Club on Thursday, January 31. The members were addressed by Quin Ryan, radio announcer for WGN, who spoke amusingly of the mishaps which occur behind the scenes of a broadcasting studio. It is expected that plans will soon be announced for the 1929 series of golf tournaments.

The Chicago Perfumery, Soap and Extract Association has now established its regular headquarters for the semi-monthly luncheon meetings at the Midland Club, 172 West Adams street. The meetings of January 16 and February 6 drew larger crowds than any that assembled during the preceding year. Harold E. Lancaster, chairman of the entertainment committee, has announced that speakers and entertainers will be a recurrent feature at the luncheoss hereafter. On February sixth the members were agreeably diverted by W. C. Dornfield, a popular variety performer. The association's first new membership of the year was admitted recently, the applicant being the American Solvents and Chemical Corporation, represented by Messrs. E. A. Troxell, Division Manager, and William G. Mitchell.

Comfort Manufacturing Co. has been working its plant twenty-four hours a day to accommodate a gratifying acceleration of business since the beginning of the year.

C. R. Shuesler, of Cooper & Shuesler, Midwest representatives for A. H. Wirz, Inc., departed on February 7 for an extended vacation in Florida. The not unpopular Florida pastime of golding occupies a prominent place on his program of recreation.

A. G. Schneider, of Victor Chemical Works, has been appointed to Committee Number 11, the Chemicals, Drugs and Medicines Division of the Ways and Means Committee, by the Chicago Association of Commerce.

J. L. Brenn, of Huntington Laboratories, Huntington Indiana, visited Chicago twice in January, thus moving his friends to grant him a measure of forgiveness for the brevity of his stay in each instance. He announced that John G. Griffin, formerly with the Davies Young Co., of Dayton, Ohio, and the Midwest Soap Co., of Chicago, has taken a position with Huntington Laboratories. L. W.

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Levernier, who is manager of Huntington's Hospital Department, recently made a flying trip to the West Coast. Lest the implication may not register we hasten to add that Mr. Levernier's conveyance was an airplane. By traveling thus rapidly he was enabled to make advantageous stops at Denver and Cheyenne. Another disclosure of Mr. Brenn's was the fact that T. P. Annan, chief chemist of Huntington Laboratories, has become the father of a beautiful girl.

F. W. Fitch Co., of Des Moines, Iowa, has purchased additional acreage, fully equal to that of the site of their present premises, and plans for a new building will be announced early in Spring.

National Products Co., of Eau Claire, Wisconsin, has lately placed on the market a new liquid alcoholic shampoo, under the well known "Pinol" label. Reports on it thus far have been very gratifying.

Henry J. McConnon, of McConnon & Co., Winona, Minn., is recovering slowly from a severe illness. Influenza and subsequent pneumonia have left him considerably weakened, but he is beginning now to make occasional, and very welcome, trips to his office.

C. D. Tearse, of Dr. Ward's Medical Co., of Winona, Minn., is sojourning in the South. He was last reported in Texas, combining a business and pleasure trip. His brother, Robert J. Tearse, recently succeeded himself as mayor of Winona and was so popular a choice that he had no opposition at the election.

#### Northwestern Trade Notes

Fire destroyed the La Salle Products Company, St. Paul, Minn., this month. The estimated loss was placed at \$200,000, most of which is covered by insurance. The blaze broke out at 2 a. m., and needed the attention of nine fire engine companies and three hook and ladder companies for almost 12 hours. There was great fear expressed because of the inflammable nature of much of the contents of the building that there might be danger of a serious explosion. Perfumes, cosmetics and general stocks of drugs flared up as the flames reached them.

The company opened a temporary office immediately in St. Paul's downtown district. President J. L. Sinykin said that as soon as the wreckage was cleared away and the records in the safe available, a new \$100,000 building would be put up. Work will begin early this spring, he said.

John Heinzkill, 70, owner of a soap works at Appleton, Wis., was seriously burned when an overheated oil drum in the plant exploded. C. Kemps, an employe, was also burned. Damage to the interior of the plant by fire was small.

J. Carl Sellmer, vice-president of the Colgate-Palmolive-Peet Co., and member of the board of directors of the Milwaukee Association of Commerce, left Milwaukee recently to become manager of the eastern plant of the Colgate-Palmolive-Peet Co.

It was decided at the annual meeting of the Cherry Seed Oil Co., subsidiary concern of the Sturgeon Bay Cherry

Orchards Co., Sturgeon Bay, Wis., to change the name of the company to the Fruit Products Company and increase its capital stock from \$25,000 to \$50,000. A large part of the additional stock was exchanged for stock in the Dulcey Company, New York. The Fruit Products Company has been in an experimental stage for three years and was founded by James G. Martin, who was re-elected president of the concern at the meeting. At the present time the company is producing cherry seed oil at the rate of 3,000 pounds daily. The Dulcey company will announce in March, it is understood, a new liquid cream under the name of "Dulcey" for a cleanser powder base made from cherry seed oil.

Over 150 Milwaukee manufacturing, jobbing and wholesale firms are co-operating in Mid-West Market Week to be held in Milwaukee the week of Feb. 25. Entertainment will be furnished for the visiting buyers and the merchandise display will be held in the ballroom of the Hotel Schroeder. Co-operating concerns include the Roemer Drug Co., Yahr-Lange, Inc., wholesale drugs and chemicals; F. Dohmen Co., wholesale drug and chemical house; Grasselli Chemical Co., Milwaukee Drug Co., and the Wisconsin Pharmacal Company.

#### Pacific Coast Trade Notes

The Georgia O. George Company, Los Angeles, has recently opened offices in the Bush Terminal Building, New York. A suite of rooms has been leased at the Pennsylvania Hotel for lectures and demonstrations. It is said that the company is now the largest user of independent broad casting in the world, using forty-two stations throughout the country. A test campaign in daily papers has recently been inaugurated in a few cities and will be extended as soon as the test has been proved. This advertising in daily papers and over radio will be supplemented with some advertising magazines of national circulation. The advertising campaign for 1929, conservatively estimated, will be \$3,000,000.

The California Manufacturers of Carbonated Beverages held their annual convention in Los Angeles February 6 and 7.

The Illinois-Pacific Glass Company's branch factory at Los Angeles recently began production.

The E. R. Mansfield Company has found it necessary to double its floor space, in order to make room for new machinery and equipment necessary to fill the demand for "Adele Millar" toilet preparations. No expense has been spared to secure up-to-date machinery and equipment. Glass lined tanks and sanitary piping were furnished by the Pfaudler Sales Company of San Francisco.

The "Adele Millar" toilet preparations are sold exclusively by beauty shops, whose operators are trained and instructed as to the correct use of these cosmetics. R. C. Stanton, former sales manager of the company, was appointed production manager after the company retired from the direct selling field and began marketing their products through various jobbers throughout the United States. Marcus-Lesoine, Inc., has been appointed exclusive agent for the entire Pacific Coast.

for the entire Pacific Coast. The company was recently incorporated, with E. R. Mansfield as president and manager.

#### New Orleans Trade Notes

Plans for a new building are being made by Howell, Inc., prominent New Orleans drug wholesalers. The company recently purchased a 63 x 127 site at Magazine and Calliope streets, across the street from their present location, at 1068 Magazine street, and plans to erect a three-story modern factory which will be one of the finest in the city, according to officials. "Hi-Qual Antiseptic," one of the Howell company's products, has just been approved on a change of formula involving an increased alcoholic content. A new salesman, B. L. Terry, has just been added to the Howell force. Mr. Terry will cover territory in Mississippi, and will have his headquarters at Jacksonville, Miss. Officers of the Howell corporation are W. T. McCraney, president; R. C. Toups and O. P. Waldrep, vice-presidents, and T. A. Toups, secretary-treasurer. Howell, Incorporated, five years ago bought out H. B. Howell, former operator of the firm.

The Scholl Manufacturing Company, Inc., producers of the well-known "Dr. Scholl" patent foot remedies, announced recently that they will expend this year an advertising appropriation which will exceed their \$1,250,000 appropriation for last year. This campaign has already been inaugurated, and embraces six hundred daily newspapers and is calculated on the basis of past experience to create a heavy consumer demand. The 1929 advertising campaign exceeds by 25 to 35 per cent any hitherto undertaken by the Scholl company, according to advertising representatives. The large increase in sales was attributed to a greater public interest in the need for aids to proper care of the feet.

Visiting New Orleans recently, Walter B. Pearson, president of the Mavis Bottling Company, and A. Donald Stewart, general sales manager, discussed plans for the enlargement of the company's plant in Delachaise street. In creasing business is making expansion of the local plant necesary, it was stated, and the proposed enlargement was the principal reason for the officials' visit to this city. Both expressed satisfaction at general business conditions in the New Orleans area.

J. P. McGinn, local manager of the Mavis Company, said that Mr. Pearson and Mr. Stewart were also making a survey in advance of a national newspaper advertising campaign.

Parker Blake & Co., Ltd., prominent New Orleans drug wholesalers and jobbers, have recently been appointed exclusive distributors of the Lucretia Vanderbilt line of toilet articles, which has just been introduced into New Orleans.

The line includes face powders, perfumes, lip rouge and compacts. The company is using the type of containers which can be refilled, throughout the entire stock.

The company has arranged for window displays and large amounts of advertising in local newspapers, paying especial attention to rotogravure.

Among representatives of the Vanderbilt organization who visited New Orleans to complete arrangements with the Parker-Blake Company were Leon A. Danco, manager of the perfume and cosmetic departments of the company; Clifford E. Winne, manager of the display department; J. W. Love, district representative of the company, who will cover the Louisiana and Alabama territory, and O. N. Inabuit, Texas representative.

#### In Memoriam for Departed Friends

AMIC, SENATOR JEAN, member of the firm of Etablissments Roure Bertrand Fils & Justin Dupont, Grasse, France, February, 1926.

Bell, Joseph H., president of the C. F. Booth Periume Co., Norwich, N. Y., February, 1924.

Burchenal, John J., vice-president, Procter & Gamble Co., Cincinnati, February, 1926.

Cordes, William, president, Pro-phy-lac-tic Brush  $C_{0_{\eta}}$  Northampton, Mass., February, 1928.

FAIRCHILD, HENRY C., founder of Fairchild & Shelton, soap manufacturers, Bridgeport, Conn., February, 1917.

FALK, FREDERICK L., president, F. L. Falk & Co., 50ap manufacturers, Pittsburgh, Pa., February, 1927.

Fels, Joseph, soap manufacturer and single tax advocate, Philadelphia, Pa., February, 1914.

FOLEY, JOHN B., toilet goods manufacturer, Chicago, III., February, 1925.

HARRIS, FRANK F., founder of the Harris Extract Co., Binghamton, N. Y., February, 1912.

HESS, CHARLES D., Hess Co., perfumer, Rochester, N. Y., February, 1908.

KAHLE, JOHN WESLEY, president, Crescent Mfg. Co., Seattle, Wash., February, 1918.

KIRKMAN, ALEXANDER S., Kirkman & Son, soap manufacturers, Brooklyn, N. Y., February, 1912.

LARKIN, John D., founder of the Larkin Co., Inc., Buf-

falo, N. Y., February, 1926.
MARSHALL, HERMAN AUGUST, soap manufacturer, Clinton, Mass., February, 1910.

Morgan, George Frederick, since 1882 president of Enoch

Morgan's Sons, New York, February, 1925.

PYLE, JAMES, founder of the Pyle Pearline Co., Shady-

side-on-Hudson, N. Y., February, 1912.

RANLET, ROBERT, treasurer, The Pfaudler Co., Rochester,

February, 1928.

ROWELL, GEORGE M., Kolynos Co., at New York, Feb-

ruary, 1928.

STEARNS, FREDERICK, of Frederick Stearns & Co., manufacturing chemists, Detroit, Mich., February, 1907.

WALTKE, WILLIAM, soap manufacturer, St. Louis, Mo. February, 1916.

WRIGHT, HARRY C., retired purchasing agent, Morana, Inc., at Tucson, Ariz., February, 1928.

#### Patrick Henry Conron

Patrick Henry Conron, of Conron & Co., New York City, manufacturers of flavoring extracts, died January 23 at the Embassy Hotel in New York, at the age of seventy-one.

He established the firm in 1885, and was actively connected with it until his death. In the first years there were other stockholders but since 1911 he has been the sole owner, becoming at that time both president and treasurer of the company.

Mr. Conron was a man of keen judgment, and wise counsel, and commanded the respect of all those with whom he came in touch. The trade will feel his loss greatly. He is survived by a brother, James F. Conron. The business will be carried on for the present by the estate.

#### Leander Stockwell Jadwin

Leander Stockwell Jadwin, son of Stanley P. Jadwin, president of O. H. Jadwin Sons, Inc., New York, and officer and director of several companies associated with

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Drug, Inc., and the Sterling Products Co., died February 10 from injuries sustained in an automobile accident. Mr. Jadwin was driving his father across the Manhattan Bridge when he suddenly became ill, losing control of the car, which was struck by a truck. He was graduated from Princeton last June. In college he distinguished himself as an athlete, being captain of the track team and a member of the Princeton team which competed in the international meet with Oxford and Cambridge in 1926. He was a joint holder of the international indoor record for the 66-yard hurdles. He was a member of the Nassau Country Club, the Princeton Club of New York, Huntington Country Club, Huntington Bay Club and Sons of the American Revolution. Surviving are his father and mother.

#### John F. Chumasero

John F. Chumasero, recently retired as treasurer of the Royal Baking Powder Co., died of heart disease at his home, Brooklyn, on January 25th.

Born October 8th, 1855, he served his apprenticeship in a wholesale shoe house, in the wholesale grocery business and in other lines. In 1890 he joined the Cleveland Baking Powder Co., in the Bookkeeping Department. In December, 1899, when the Cleveland Baking Powder Co., merged with the Royal Baking Co., he was transferred to the order department. In 1901, he took over the traffic department. In 1913, he was elected assistant treasurer and served in the dual capacity of assistant treasurer and traffic manager, and was also in charge of the order department. The ability which he applied to these positions was recognized and on April 28th, 1927, he was elected treasurer of the company, which office he held until his retirement.

He was a brother of R. E. Chumasero, of the Foxon Co., Providence, R. I.

#### Edward Irwin Bugg

Edward Irwin Bugg, who for the last twenty-two years has been connected with the Hazel Atlas Glass Co., Wheeling, West Virginia, died at his home in White Plains, N. Y., on January 28. Mr. Bugg was born in Virginia 53 years ago. He became connected with the glass business at an early age but most of his active career was spent with the New York office of Hazel Atlas Glass Co. He leaves a widow.

#### Edwin Ash

Edwin Ash, Baltimore district sales manager for B. T. Babbitt, Inc., was killed in an automobile accident at Christiansburg, Va., January 15. D. M. Harris, a salesman employed by Mr. Ash was seriously injured. Mr. Ash, who was sixty-three years old, lived with his family at 1700 Eutah Place, Baltimore.

#### Our Friendly Enemies

We are all very fond of friends, for friends please us with their praise; but an active enemy always helps us with his panning, says Silent Partner.

Count on your friends, but do not discount the worth of an enemy who privately or publicly criticizes you and often tells the truth.

Life never grows commonplace for those who greet each day with faith and hope and with the imagination to see in it possibilities for advantageous adventure.

#### Circulars, Price Lists, etc.

HELENA RUBINSTEIN, INC., New York, N. Y., has recently issued a very interesting little booklet, The Voice of Beauty. The book opens with a New Year's editorial of good will and encouragement, followed by a very interesting letter from Miss Rubinstein, president of the company, to all authorized Rubinstein distributors and members of their staffs telling them of a plan that is being worked out of sharing in the profits of the Flelena Rubinstein Company.

The text of the book, aside from considerable information of the use and manufacture of cosmetics, contains excerpts from papers on the Helen Rubinstein products. A very instructive article on "Sales Help," telling the salesman the various ways of putting the preparations across, serves as a finale.

Armour & Co., Chicago, have just issued the first of a little pamphlet on researches made by their Research Division. Apparently it is the object of the Division to issue each month a publication devoted to their findings on one subject only.

PHOENIX HERMETIC Co., 2444 West 16th street, Chicago, has issued a novel little booket entitled "Yourr Packing Company." "Yourr Packing Company" is purely a creation of the imagination; in fact, it represents your packing company. With this in mind the booket discusses your manufacturing problems and the partial solution of them by the use of proper packaging.

THE KARL KIEFER MACHINE Co., Cincinnati, Ohio, has just issued a very attractive, illustrated catalog on conveyors and conveying systems for bottling and packaging plants. The booklet describes the various types of conveyors manufactured by the company, and the advantages to be derived in time and labor saving from their use. The machines of the company include machines for filling, corking, screw cap closing, jar and bottle rinsing, sterilizing and drying. The company is also a manufacturer of belt conveyors, packaging tables, filters, pumps, and percolators.

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TWELFTH ANNUAL REPORT OF THE UNITED STATES TARIFF COMMISSION, 1928, consisting of 226 pages, mentions the change in personnel and the organization of the Tariff Committee, followed by a detailed description of its work and the problems and limitations involved in the administration of Sections 315, 316 and 317 of the Tariff Act of 1922. The difficulties experienced in the administration of Section 315 are of general and particular interest to the trade. They involve the subjects of transportation costs, selling expenses, determining the principal competing country, the use of invoice prices as an evidence of cost of production, its limitation of powers in changing duties, etc.

Among the various investigations for the purposes of Section 315, which are in progress, is an investigation into the cost of foreign and domestic blown glassware.

RICHARD HUDNUT, New York has issued its 1929 "Book of Values" a beautifully executed and illustrated little catalogue in keeping with the excellent style in which all of this company's publications are conceived. The Hurnut line is illustrated and special attention is called to some of the new products.

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#### NEW INCORPORATIONS

Note.—Addresses are given, so far as they are available of the incorporators. Otherwise, letters or other first class mail may be sent in care of attorneys or trust companies, endorsed with requests to "Flease Forward."

International Perfume Co., Manhattan Borough, New York City, cosmetics, 200 shares of common stock. S. V. Ryan, Albany, N. Y.

Salient Flavored Corp., Manhattan Borough, New York City, extracts, \$10,000. B. E. Jackson, 67 West 44th street, New York City.

Perry Davis Corp., Newark, N. J., to deal in cosmetics, \$10,000. Warner & Warner, Newark, N. J.

Coral Barber Shops, Manhattan Borough, New York City, beauty parlor, \$5,000. No filer given.

Amiran, Manhattan Borough, New York City, soap and perfume, \$100,000 pf., 2,000 shs. com. Bonynge & Barker, 115 Broadway, New York City.

Southern Extract ,Corp., Manhattan Borough, N. Y., beverages, 1000 shares of common stock. Haskell, Lyon & Block, 50 Broadway, New York City.

D'Arcy Parfums, Manhattan Borough, New York City, cosmetics, \$10,000. J. Kremer, 11 Park Place, New York City.

Midtown Shops, Manhattan Borough, New York City, beauty parlors, \$100,000 of preferred stock and 1,000 shares of common stock. F. J. Knorr, Albany, N. Y.

Paramount Hair Goods Corp., Manhattan Borough, New York City, beauty shop supplies, \$10,000. Weinberg & Weinberg, 225 Broadway, New York City.

Kays Beauty Salon, Brooklyn, N. Y., beauty parlor, \$5,000. E. Baruch, 26 Court street, Brooklyn, N. Y.

Bailey's Beauty Studios, Manhattan Borough, New York City, barbers, \$5,000. S. G. Madenberg, 350 Fulton street, Brooklyn, N. Y.

Marcy Barber Shop, Manhattan Borough, New York City, hair dressers, \$20,000. M. R. Schneer, 1440 Broadway, New York City.

Elwino Corp., Wilmington, Del., syrups, beverages, \$100,000, 100,000 shares of common stock. Corp. Trust Co.

Mason Dorin, Inc., Wilmington, Del., perfumes, toilet articles, other preparations, 10,000 shares of common stock. Corp. Service Co.

F. Street Beauty Shop, Inc., Washington, D. C., \$25,000. Capital Trust Co. of Del.

John E. Breck, Inc., Springfield, Mass., beauty preparations, \$10,000. John H. Breck, Edward J. Breck, and Thomas J. Howard, Jr., all of Springfield, incorporators.

The New Era Soap Co., Columbus, O., 20 shares of no par value and \$5,000 preferred. Lulu H. Alexander, incorporator.

#### Live This Day

Life is like a clock that is wound by an unseen hand. It may run for a long time, or it may stop to-day or to-morrow. comments Silent Partner.

If we live agreeably, love wisely, and work with a will, why wait for to-morrow's happiness that often comes after an old clock is still?

#### BOOK REVIEWS

(Copies of Books Reviewed in this Column, and Other Works Useful to Our Readers may be Obtained through the Book Department of The American Perfumer & Essential Oil Review, 81 Fulton street, New York.)

#### In the World of Pharmacy

AMERICAN PHARMACEUTICAL ASSOCIATION'S YEAR BOOK FOR 1926; Volume 15 New Series; octavo, 613 pages. Published in 1928 by the American Pharmaceutical Association, Baltimore, Md.

This volume corresponds to Volume 74 of the former proceedings of the American Pharmaceutical Association and contains the sixty-ninth annual report of the "Progress of Pharmacy," edited by A. G. Du Mez, with the collaboration of several specialists.

The text is divided into two general sections, Pharmacy and Chemistry. Under the former, general and special subjects are reviewed. Materia Medica, a classification under pharmacy, is treated under four heads, vegetable drugs, animal drugs and biological products, new remedies and pharmacology, toxicology and therapeutics. Chemistry is reviewed under the headings of general, inorganic, organic and analytical.

Besides these excerpts and other information on the subjects of interest to pharmacists, the book prints the association's constitution and by-laws, an alphabetical list of the members corrected to November 1, 1928, a geographical list corrected to October 1, and the treasurer's and the auditor's report.

#### Directory of Toilet Articles Manufacturers

Annual Directory, 1929, of the American Manufacturers of Toilet Articles, 448 pages.

This directory and diary of the American Manufacturers of Toilet Articles lists the present officers of the association, the members of the executive board, the standing committees, and also a list of the active and associate members. Following the listings is a statement of the constitution and by-laws. The Tariff Act of 1922 is given in so far as it relates to the industry, followed by detailed formulas of alcohol and specially denatured alcohol. Following the diary section is a list of books on perfumes, essential oils, cosmetics, soaps and resins, published since 1920, and compiled by Dr. Paul G. I. Lauffer, recently Fritzsche Fellow at Columbia University, and now with Pinaud, Inc. In the back of the book are tables of weights, measures and temperatures, cold storage temperature tables, etc., arranged in a very convenient and concise form for reference.

#### Chemical Exposition Plans

The Twelfth Exposition of the Chemical Industries, which will be held this year in the Grand Central Palace. New York, May 6 to 11, promises to excell all previous chemical shows in number and size of exhibits and also in attendance. The various groups of products which will be covered in the show will be larger and more varied than ever. A feature of the exposition will be Export Day at which time it is planned to have export executives at the various booths to go into the matter of foreign trade. Foreign buyers are being advised of this feature, and it is expected that many will be in attendance.

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#### Montreal

Satisfactory business conditions are reported throughout the wholesale and retail trade in Montreal and surrounding district for the past month. The rush of Christmas is over, a certain degree of calm is its natural succession, but no one complains of trade being slack. Winter sports and social events are strongly attended and the retail trade is in consequence doing fairly good business in cosmetics. Conventions are being held in Montreal despite the early date, and the stores around the hotels are busy. There is little unemployment; brokerage houses are paying big bonuses to their staffs; money is plentiful among the middle and working classes and is being spent freely, from which state of affairs the retail trade derives its full share of benefit. Meanwhile, the wholesale and manufacturing trade are getting ready for the spring trade, and looking forward pretty soon to the resumption of demand from country centers. In a word, business is quite good now and the outlook for the coming months is encouraging.

Some interesting news was communicated to the Society of Chemical Industry at their January meeting in Montreal, by Dr. H. M. Tory, president of the National Research Council of Canada, who told them that the government had last year voted \$750,000 for the equipment of national research laboratories, and that by May, the finest laboratories in the world would be opened by the National Research Council, to be devoted to research in all the various branches of industrial chemistry. Of course, this is not all for the benefit of the perfumer and the cosmetic manufacturer, but they have their share in the industrial chemistry researches of the council, alongside the agricultural, cellulose and other forms of chemistry in industry.

The Quebec Retail Druggists' Association met recently and decided to change their name to that of The Union of Pharmacists of the Province of Quebec. They elected Horace Huot as president. A suggestion that they should link up with the Retail Merchants Association of Canada as a section of that body, was turned down. Other officers elected were: Charles Duquette, first vice-president; Ernest Allard, second vice-president, and M. S. Sherwin, secretary-treasurer.

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R. F. Minty, well-known manufacturer of perfumery and toilet requisites was in New York recently.

Stuart Brothers, essential oil dealers, whose premises were burned out some little time ago, are carrying on business as usual from their warehouse at 390 St. Paul street.

J. W. Bush, of Delawanna, New Jersey, and L. W. King, Winnipeg manager of Stuart Brothers, were recent visitors in town.

#### Toronto

Notice of the death at Seattle of A. B. Stewart, founder of Stewart & Holmes' Drug Co., one of the larget wholesale drug concerns on the Pacific Coast, has been received in Toronto. He was 74 years of age, and for a time lived at Lethbridge, Alta.

Quite a large number of elderly druggists throughout Ontario died during the recent "flu" epidemic that has been raging all over the continent.

G. L. Baal, druggist at Ogema, Sask., won first prize an automobile—in a circulation-building contest put on by one of the Regina newspapers. Mr. Baal secured 537 new subscriptions.

O. E. Foster, president of the Foster-Milburn Co., Buffalo, who died recently in that city, though born in the United States, spent quite a large part of his life in Canada. At the age of 28 he came to Toronto to enter the employ of Northrup & Lyman, wholesale druggists as salesman. For years he sold to the trade, using a team of horses and a wagon as his chief means of transportation. He covered all the eastern provinces in this manner and carried the company's name into Newfoundland. In 1876 he he obtained the American right to manufacture a patent medicine and in partnership with T. Milburn of Toronto and W. G. Greenwood, St. Catharines, Ont., he started the business in Buffalo.

Peter Ross, for the past 40 years a prominent manfacturers' representative in Western Canada, died at Vancouver, aged 65 years. Mr. Ross was an Ontario boy, and going west operated the first drug stores in Banff and Edmonton, Alberta. For many years he represented the Seeley Co. of Detroit and Windsor.

Twenty-seven chain stores have reported aggregate sales of \$198,320,337 for December, and \$1,392,280,549 for the year 1928. These totals were 16.5 per cent and 17.8 per cent respectively above those of the same organizations in the preceding year.

Wm. McCullough has been elected chairman of the Winnipeg druggists' section of the Retail Merchants Association of Canada.

Tamblyn's Toronto chain of drug stores increased their turnover by \$342,772.14 last year over 1927. The total sales last year amounted to \$2,941,839.13. The company aims at \$3,000,000 in 1929. During 1928 the company opened four new stores—two in Toronto, one in London and one in St. Catharines. The company was formed in 1904 and is this year celebrating its silver jubilee.

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Northrup & Lyman Co., Toronto, held for its employees an annual banquet on December 28 in the Prince George Hotel, Toronto.

Dr. G. H. Worthington, president of the Vancouver Drug Co., a chain store organization with branches throughout British Columbia, was a recent visitor to Toronto and the east.

\* \* \* \*

R. J. Walley, chief chemist of the Triangle Chemical Co., New Westminster, B. C., has removed to Montreal, where he will be connected with the head office of Canadian Industries, Ltd., of which the Triangle company is now a subsidiary.

\* \* \* \* T. A. McGillivray, of McGillivray Bros., Toronto, Canadian representatives of Yardley & Co., Ltd., is at present on a business trip through the west.

The Ontario College of Pharmacy students are holding their annual dance in the Crystal Ballroom of the King Edward Hotel, Toronto, on February 18. The college this year has a first-class orchestra made up of its students. \* \* \* \*

Vinant Ltée, Montreal, have been appointed Canadian agents for Guerlain, Paris, France. Geo. W. Macnamara, a member of this firm, is now calling on the trade throughout Ontario.

Owing to prolonged ill-health, Geo. E. Rason has resigned his position as managing director of Frederick Stearns & Co. of Canada, Ltd., and has been succeeded by Fred F. Wilson, for 20 years a member of the Stearns' staff. This change was announced at last month's meeting of the company held in the company's offices at Windsor, Ont. Mr. Rason has gone south to Florida to benefit his health.

Rev. Alexandre Vachon, director of the school of chemistry at Laval University, Montreal, has been elected chairman of the Canadian Chemical Association,

H. E. Almond, president of the Pacific Drug Stores, Ltd., at Vancouver, B. C., died in that city last month at the age of 52. He had been an alderman in his city for the past six years

#### Canada's Great Trade Record

The official report of Canada's exports and imports for the calendar year 1928 discloses the fact that her aggregate trade has now reached almost \$2,600,000,000 per annum. Only the United States, the United Kingdom, Germany and France has a greater trade. Before the war, Canada was ninth among the nations of the world in her trade figures-now fifth.

In 1913 Canada's trade balance was seventeenth on the list-it was a balance on the wrong side, but "only" to the extent of 223 millions. Now it is third on the list, and on the right side, a favorable balance to the extent of nearly 152 millions.

The new trade figure of 2,600 millions may possibly place Canada ahead of all nations in trade per capita. Of late she has yielded place only to New Zealand.

#### CANADIAN PATENTS AND TRADE-MARKS

The increasing international trade relations between the United States and Canada emphasize the importance of proper patents and trade-marks protection in both of these countries in order that the expansion of business may not be curtailed by legal difficulties.

For the information of our readers, we are maintaining a department devoted to patents and trade-marks in Canada relating to the industries represented by our publication.

This report is compiled from the official records in the Canadian Patent Office.

All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPARTMENT Perfumer Publishing Co., 81 Fulton St., New York City

#### TRADE MARKS REGISTERED

"Wedg-Seal" which is displayed with a large capital "W" of distinctive form and finished with a paraph extending below the rest of the word; between the paraph and the word appears the name of the goods. Metal cans and containers of all kinds. General Steel Wares Ltd., Toronto,

Ont. "Vigorator." Head-rubs, hair tonics and toilet prepara-

"Nigorator. Ready uss, han object on the Hair). Que.

"Riccionilere" (Rich on the Hair). Toilet preparations and perfumes. Florence Rubena Cavell, Toronto, Ont. Osmos." A bath ingredient.
America, Inc., Boston, Mass.
"Peter Pan." Powder puffs of Osmos Company of

Powder puffs and more particularly powder

New York, N. Y.

"La Joie De La Laveuse." Washing powder. J. 0.
Richard, Ste. Julie Station, Que.

Richard, Ste. Julie Station, Que.

"Dunn's" in script on a shield bearing descriptive matter.
Flavoring extracts. William H. Dunn, Ltd., Montreal, Que.

"Ultra Violet Cream," in large letters, and "Contains the
Suns Rays" in small letters underneath. Cream. Jessie Alberta Harriman, Toronto, Ont.

"Netto." Toilet soap. Demers & Cie., Grand'Mere, Que.

"Racinol." Hair tonic. Joseph Daviau, Ste-Julienne, Que.
Signature of Dorothy Gray. Cosmetics and toilet preparations. Dorothy Gray, New York, N. Y., and Bloomfield,
N. I.

#### PATENTS GRANTED

286,031, 286,032.—Hair rinse. Maude Agnes Mingus,

Oakland, Calif. 286,095.—Alcohol production. I. G. Farbenindustrie Aktiengesellschaft, Frankfort-on-Main, assignee of Johannes Muller, Eppstein, and Ulrich Hoffman, Ludwigshaven-onall in Germany.

286,174.—Screw cap. James S. Hardiman, Ridgewood,

286,324.—Soap powder. The Nemo Mfg. Co., Ltd., assignee of Percy H. Grant, both of Vancouver, British Columbia, Canada.

286.861.—Thymol Production. Schering-Kahlbaum A.-G. Berlin, assignee of Walter Schoeller, Berlin-Charlottenburg, Hans Jordan, Berlin-Steglitz, and Reinhard Clerc, Berlin, all in Germany. 286.862.—Isoalkylenphenol. Schering-Kahlbaum A.-G. Berlin, assignee of Walter Schoeller, Berlin-Charlottenburg, Hans Jordan, Berlin-Steglitz, and Reinhard Clerc, Berlin, all in Germany. 286.863.—Menthol Production, Schering-Kahlbaum, A.-G. 286.863.—Menthol Production, Schering-Kahlbaum, A.-G.

286,863.—Menthol Production, Schering-Kahlbaum, A.-G. Berlin, assignee of Walter Schoeller, Berlin-Charlottenburg, Hans Jordan, Berlin-Steglitz, and Reinhard Clerc, Berlin, all in Germany

Schering-Kahl-286,865.—Alkylated Phenol Production. Schering-Kahlbaum A.-G., Berlin, assignee of Walter Schoeller, Berlin Charlottenburg, Hans Jordan, Berlin-Steglitz, and Reinhard Clerc, Berlin, all in Germany.

#### Reads It From Cover to Cover

Gallois Laboratories, Toilet Prep.

We delight in reading your Magazine from cover to cover and have gathered much valuable knowledge and benefit from its contents.

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## Patent and Trade Mark Department

Conducted by Howard S. Neiman

THIS department is conducted under the general supervision of Howard S. Neiman, consulting editor supervision of Howard S. Neiman, consulting editor on patents and trade-marks. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry; viz.: Per Extracts and Toilet Preparations. Perfumes, Soaps, Flavoring

Of the trade-marks listed those whose numbers are pre-ceded by the letter "M" have been granted registrations coded by the letter "M" have been granted registrations under the Act of March 19, 1920. The remainder are those applied for under act of February 20, 1905, and which have been passed to publication.

Inventions patented are designated by the letter "D." All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to Patents and Trade-Mark Department

Perfumer Publishing Co., 81 Fulton St., New York City.

Note—Dates given in Trade-Mark Registrations are those from which use of the mark is claimed.

#### TRADE MARK REGISTRATIONS APPLIED FOR (Act of Feb. 20, 1905)

These Registrations are not subject to opposition

244,527, 244,528, 244,529.-Worth, Société Anonyme, Paris, France, assignor to Franklin Simon & Co., Inc., New York, N. Y. (Dec. 23, 1926.)—Perfumes and hygienic products. 24,530.—Worth, Société Anonyme, Paris, France, assignor to Franklin Simon & Co., Inc., New York, N. Y., a corporation of New York. (Jan. 31, 1927.)—Perfumes and hygienic products.

258,866.—Clarence A. Fletcher, doing business as C. A. Fletcher Products, Inc., Mercedes, Tex. (Feb. 1, 1927.)— Mouth Wash.

261,014.-Ford and Nicolai, San Francisco, Calif. (Nov.

1, 1927.) - Dentifrice.

262,186.—Société a Responsabilte Limitéé Aromatiques Parisiens Anciens Etablissements Dessaux, Asnieres, France. (Feb. 14, 1913.)—Perfumes, toilet waters, dentifrices, shampoos and brilliantines, face powders,

waters, dentifices, snampoos and brilliatines, face powders, rouge, and hair dyes and bath salts.

264,360.—Charles A. Crary, Wyoming, Cincinnati, Ohio.
(Mar. 17, 1928.)—Toilet soap.

265,006.—Peoples Drug Stores, Inc., doing business as Moret Parfumeur, Washington, D. C. (Mar. 31, 1927.)— Toilet preparations.

266,602.—Marcel Franck, Inc., New York, N. Y. (Apr. 1, 1928.)—Compacts filled with face powder and rouge. 266,780.—Effic M. Barnett, Los Angeles, Calif. (Jan. 3, 1928.) 1928.)—Hair restorers, preparations for treating the scalp. 267,103.—The J. B. Williams Co., Glastonbury, Conn. (Apr. 16, 1928.)—Hair tonic. 267,780.—Mona-Leea, Ltd., New York, N. Y. (May 23, 1928.)

1928.)-Plaster for removing hair.

268,792.—Mohammed I. Kitchlew, doing business as India Importing Co., Chicago, III. (Jan. 15, 1926.)—Perfume. 269,121.—Jefferson D. Kenney, Miami Beach, Fla. (Sept. 16, 1927.)—Combination of oils to stimulate the growth

269,958.—Richard Hudnut, New York, N. Y. (July 3, 1928.)—Talcum powder, face powder, bath salts, sachet,

oth powder, almond meal, toilet water, etc. 270,912—Samuel M. Burgess 2nd, Cleveland, Ohio.

(Agr. 4, 1927.)—Tooth paste, 270,991.—J. L. Conde & Cia., Buenos Aires, Argentina. (Apr., 1928.)—Toilet preparations. 271,008.—Pyoseptine Limited, Scone, Australia. (June 4, 1928.)—Chemical preparation for use in the treatment of the control of the mouth and teeth. pyorrhea and other septic conditions of the mouth and teeth. 271,110.—Peter Amsterdam, doing business as The Amsterose Co., Philadelphia, Pa. (July 30, 1925.)-Toilet bril-

lantine, rose oil, and dental cream. 271,188.—Lecaron Fils, doing business as Parfumerie Gelle

Freres, Paris, France. (June 23, 1927.)—Perfumes, toilet waters, face powders, talcum powders, face creams, rouges,

lip sticks, etc. 271,284.—Aladdin Cosmetic Co., Minneapolis, Minn. (Feb. 6, 1928.)—Finger and water waving compound and

272,058.—Standard Oil Co. of California, Wilmington, Del., and San Francisco, Calif. (June, 1921.)—Soap. 272,067.—L. Pierre Valligny, New York, N. Y. (July 1, 272,058.-

1928.)—Hair dyes and hair restorers.

272,158.—Louis Jones, doing business as Eljon Laboratory, oxbury, Mass. (Sept. 4, 1923.)—Hair and scalp prepara-Roxbury, Mass. tion for preventing dandruff and loss of hair, removing dandruff and nits, and killng vermin.

272,403.-Hyman Huebschman, Brooklyn, N. Y. (July 1,

1925.)—Perfumes and toilet preparations. 272,748.—John W Calvert, doing business as Hollywood U-Reduce Co., Hollywood and Sacramento, Calif. (Aug. 1928.) - Fat reducing creams.

272,775.—Sterling Products (Inc.) Wheeling, W. Va. (Apr. 5, 1919.)—Hair and scalp tonic and cleanser. 273,109.—Mackie Pine Oil Specialty Co., Inc., Covington, La. (Apr. 17, 1928.)—Hair shampoo. 273,523.—Stanco, Inc., New York, N. Y. (Aug. 30, 1928.)

Nose and throat spray.
273,691, 273,692, 273,693.—Gilbert Products Corp., New York, N. Y. (Mar., 1928.)—Tooth paste and oral anti-

273,792.—Benjamin W. Altstadt, doing business as Al-stadt Pharmacy, Chicago, Ill. (Jan. 1, 1928.)—Antiseptic

to be used on the gums and teeth. 274,141.—John Walter, New York, N. Y. (Oct. 18, 1928.)

274,141.—John Walter, New York, N. Y. (Oct. 18, 1920.)

Essential oils and toilet preparations.
274,542.—Barouch Hermanos, Paris, France. (Apr. 18, 1928.)—Perfumes, toilet waters, face powders, talcum powders, sachets, rouge, lip sticks, brilliantine, face creams.
274,617.—White House Co., Inc., Detroit, Mich. (Oct. 27, 1928.)—Food-flavoring extracts.
274,620.—Clement Black & Co., Melbourne and Sydney, Australia. (1922.)—Perfumer, toilet water, face cream and face powder.

face powder. 274,621.—Pine Tree Products Co., Newport, N. H. (Mar.

15, 1925.)—Shaving cream and toilet soap.
 274.635.—Louis Coluzzi, doing business as Rome Cleanser
 Co., Chicago, Ill. (Aug. 11, 1928.)—Clothes-washing com-

274,647.—Manford O. Dalrymple, doing business as Dalemple Co., Benton Harbor, Mich. (Apr. 4, 1928.)—Soap

274,652,—The Gladiator Co., Inc., New York, N. Y. Oct. 15, 1928.)—Hair tonic. 274,726.—Parke, Davis & Co., Detroit, Mich. (Sept. 17,

1928.)—Cleansing cream for application to the skin. 274.757.—Athletic Tea Co., St. Louis, Mo. (Oct. 11, 1928.) - Toilet preparations.

274.778 - Henri S. Gompes, New York, N. Y. (Aug.,

1927.) - Toilet preparations.

274,915.—Gonzalo Albert Gonzalez, doing business as Malbert Co., New York, N. Y. (Aug. 24, 1928.)—Liquid preparation to be used by women for marcelling, waving, curling, training hair and for setting permanent waves.

274,990.-The R. H. Tillson Co., St. Louis, Mo.

, 1928.)—Tooth paste. 275,007.—Samuel Bonat & Bro., New York, N. Y. (Oct. 275.008.—Samuel Boliat & Blo., New York, N. Y. 1982.)—Preparation for use in permanent hair waving. 275.008.—W. D. Bost, doing business as Purident Co., Chicago, Ill. (Aug. 1, 1928.)—Tooth paste. 275.090.—Ilon Adler, New York, N. Y. (Sept. 1, 1925.)

Oil shampoos and hair tonics for the scalp and hair.

275.095.—Joseph Avina, doing business as Rex Perfume o., El Paso. Tex. (Dec. 10. 1927.)—Face powder, tal-Co., El Paso. cum powder, face creams, face lotions, rouge, lip stick, etc. 275,161.—Gallagher-Thomas Chemical Co., San Francisco, Calif. (Nov. 2, 1928.)—Hair tonics, hair restorer.

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275,324.—Beatru Laboratories, Inc., Milwaukee, Wis. (Apr. 3, 1926.)-Perfume.

275,440.—Great Southern Mfg. Co., Dallas, Tex. (April, 1927.) - Food flavoring extracts

275,578.-Josef Sjostrom, Stockholm, Sweden. (Feb. 10, -Perfumes, eau de cologne, ointments for the care of the human skin, fruit salt, hair tonics, brilliantine, etc.

275,689.—Richglow Henna Co., Los Angeles, Calif. (Nov. 1, 1927.)—Vegetable henna compound.

275,693.—Charles R. Spicer, doing business as The Pelvo Medicine Co., Memphis, Tenn. (Dec. 19, 1917.)—Toilet preparations.

275,759.—The William 'A. Webster Co., Memphis, Tenn. Oct. 12, 1928.)—Dentifrices.

275,798.-Margaret B. Seidel, Brooklyn, N. Y. (Nov. 1, 1928.)-Preparation for restoring the color of gray and fading hair.

275,836.—Laurel H. Howard, doing business as Laurel lister, Los Angeles, Calif. (Nov. 1, 1927.)—Face cream. 275,837.—Laurel H. Howard, doing business as Laurel Wister, Los Angeles, Calif. (Nov. 1, 1927.)—Face creams, skin lotions, face powder, and rouge. 275,893.—Grimes Mfg. Co., Walnut Ridge, Ark. (May

2, 1927.) - Extracts.

275,911.—Parfumerie Dollup, Inc., New York, N. Y. (Nov. 22, 1928.)—Lemon cleansing cream.
275,992.—Siko Inc., New York, N. Y. (Aug. 7, 1928.)—Shaving soap, in cream, powder and liquid form.
275,993.—Siko Inc., New York, N. Y. (Aug. 7, 1928.)—Tellet Perspections.

Toilet Preparations. 275,994.—Siko Inc., New York, N. Y. (Aug. 7, 1928.)— Powder puffs and toothbrushes.

276,099.-Societe Parisienne des Produits de Beaute Ganna Walska, Pantin, France. (Mar. 21, 1927.)—Perfumes, eau de cologne, toilet waters, toilet lotions, face powders, compact powders, skin creams, rouge and lip sticks. 276,248.—John Connolly Carroll, London, England. (Nov.

14, 1927.) - Bath salts.

276,364.—Bourjois Inc., New York, N. Y. (June 22. 1928.)—Toilet preparations. 276,365.—Bourjois Inc., New York, N. Y. (Oct. 6, 1928.)

Toilet preparations. 276,370.—Est. Henry C. Miner, Inc., New York, N. Y. (Aug. 15, 1928.)—Creams adapted for facial application. 276,419.—Richard Hudnut, New York, N. Y. (Under 10-year proviso. Jan., 1895.)—Perfumery and toilet preparation.

arations. 276,482.—Herbert C. Feldman, Cincinnati, Ohio. (Nov. 15, 1928.)—Skin lotion for skin eruptions and irritations, hair tonic, and healing lotion for healing chapped hands and

tace sundurn.

276,577.—Morton I. Newell, doing business as The Vanish Co., Kansas City, Mo. (July, 1928.)—Depilatory.

276,689.—First National Stores, Inc., Somerville, Mass. (Nov. 22, 1928.)—Tooth paste.

276,717.-John H. Griffin, Boston, Mass. (Oct. 1, 1928.)

-Preparation for the hair.

276,728.-William R. Messer, Boston, Mass. (Nov. 6, 1928.)—Tooth paste, mouth wash, and gargle, 276,781.—Heckel Bros., Kansas City, Mo. (June 5, 1928.)

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-Hair tonic. 276,886.-E. Daltroff & Cie., doing business as Parfumerie Caron, Paris, France. (Oct. 30, 1923.)—Perfumery, toilet waters, pastes and powders for beautifying and preserving the skin and hair.

#### TRADE MARK REGISTRATIONS GRANTED (Act of Feb. 20, 1905)

These Registrations Are Not Subject to Opposition

M251,695.—Theo. A. Kochs Co., Chicago, Ill. (Serial No. 272,283. 1913.)—Hair tonic.
M251,912.—The Celina Stearic Acid Co., Celina, Ohio. (Serial No. 263,856. Feb. 7, 1912.)—Red oil used in soap. M251,914.—Alfred H. Smith Co., New York, N. Y. (Serial No. 257,640. Nov. 11, 1927.)—Toilet preparations. M251,918.—William H. Clark, New York, N. Y. (Serial No. 273,133. Nov., 1926.)—Orange flavoring.

#### DESIGNS PATENTED

77,465. Vanity Box or Similar Article. Thomas A. De Vilbiss, Toledo, Ohio, assignor to The De Vilbiss Company, Toledo, Ohio, a Corporation of Ohio. Filed Oct. 10, 1928. Serial No. 28,430. Term of patent 7 years.

77,466. Atomizer. Thomas A. De Vilbiss, Toledo, Ohio, Assignor to The De Vilbiss Company, Toledo, Ohio, a Corporation of Ohio. Filed Oct. 10, 1928. Serial No. 28,431. Term of patent 7 years.

28,431. Term of patent 7 years.

77,467. Atomizer Top. Thomas A. De Vilbiss, Toledo, Ohio, assignor to The De Vilbiss Company, Toledo, Ohio, a Corporation of Ohio. Filed Oct. 10, 1928. Serial No. 28,443. Term of patent 7 years.

77,468. Atomizer Top. Thomas A. De Vilbiss, Toledo, Ohio, assignor to The De Vilbiss Company, Toledo, Ohio, a Corporation of Ohio. Filed Oct. 10, 1928. Serial No. 28,444. Term of patent 7 years.

77,469. Atomizer Top. Thomas A. De Vilbiss, Toledo, 77,469. Atomizer Top. Thomas A. De Vilbiss, Toledo, Ohio, assignor to The De Vilbiss Company, Toledo, Ohio, a corporation of Ohio. Filed Oct. 10, 1928. Serial No. 28,445. Term of patent 7 years.

77,470. Atomizer Top. Thomas A. De Vilbiss, Toledo, Ohio, assignor to The De Vilbiss Co., Toledo, Ohio, a corporation of Ohio. Filed Oct. 10, 1928. Serial No. 28,446. Term of patent 7 years.

77,471. Atomizer Top. Thomas A. De Vilbiss, Toledo, Ohio, assignor to The De Vilbiss Co., Toledo, Ohio, a corporation of Ohio. Filed Oct. 10, 1928. Serial No. 28,448. Term of patent 7 years.

77,622. Toilet-Accessory Container. Albert E. Mullen, New York, N. Y. Filed May 1, 1928. Serial No. 26,521. Term of patent 7 years.

77,624. Vanity Case. Isaac Rosenhaft and Israel Hers-kowitz, New York, N. Y. Filed Oct. 2, 1928. Serial No. 28,355. Term of patent 7 years.

#### PATENTS GRANTED

1,698,800. Process for the Production of Glycerin. Karl Lidecke and Nelly Lidecke, Berlin-Dahlem, Germany. Filed July 15, 1926. Serial No. 122,741, and in Germany June 21, 1926. 10 Claims. (Cl. 195—6.)

8. Process for the production of glycerin consisting in fermenting sugar with after partial fermentation separating the yeast from the mash then distilling off the fermentation products boiling below 100° C. from the fermented mash and adding a fresh quantity of sugar and the recovered yeast to the remaining mash and re-fermenting the same, repeating this proces;

until the glycerin content of the fermented mash has reached the desired concentration.

1,698,932. Purification of Phenyl-Ethyl Alcohol. C. Britton, Midland, Mich., assignor to The Dow Chemical Company, Midland, Mich., a Corporation of Michigan. Filed 12, 1924. Serial No. 692,439. 6 Claims. (Cl. 260-156.)

1. In the purification of synthetic phenyl ethyl alcohol, the steps which consist in converting the crude alcohol into a mono-phenyl ethyl phthalate, then steam distilling, and finally hydrolizing the mono-phenyl ethyl phthalate into phenyl ethyl alcohol.

1,699,410. Closure for Bottles, Jars and the Like Receptacles. Tom Sutcliffe, London, England. Filed Oct. 18, 1926. Serial No. 142,375, and in Great Britain Oct. 30, 1925. 11 Claims. (Cl. 215-38.)

1. A closure for receptacles comprising a pair of half caps united but elastically hinged together, a depending flange on one half cap, an inturned edge substantially parallel with the top surface of the cap on said depending flange. and a hump tongue on the other half cap.

1,699,532. Multiple Collapsible Tube. Nevil Monroe Hopkins, New York, N. Y., assignor, by mesne assignments, to Gilmont Products Corporation. Filed July 11, 1924. Serial No. 725,457. 5 Claims. (Cl. 221—60.)

1. In a multiple collapsible tube, the combination of an outer collapsible tube having a neck portion; an inner collapsible tube provided with a neck portion having hollow extensions providing exits for the inner tube and disposed inside said first named neck portion and in contact therewith so as to divide said outer neck to provide a plurality of exits from said outer tube, and common means to close all of said exits.

1,699,939. Tooth-Paste Holder. Henry W. Ansell, Stegi, Swaziland, South Africa. Filed Aug. 7, 1926. Serial No. 127,964. 1 Claim. (Cl. 206—56.)

As a new article of manufacture, a holder for a tooth As a new article of manufacture, a holder for a tooth cleaning material comprising a body having a flat bottom wall, upwardly extending relatively high longitudinal side walls and relatively short end walls terminating adjacent to the bottom wall constituting abutments, the said short walls permitting a free movement of a brush longitudinally of the tooth cleaning material across the entire face thereof, the side and end walls being tapered toward their upper ends, and a cover having outwardly flared side and end walls for fitting snugly over the side and end walls of the body and constituting a seal therefor, the cover being pro-vided with a laterally extending rim around the upper edge thereof for facilitating the removal of the cover from the body.

1,700,059. Combined Hinge, Compact Plate Holder, and Ejector. William G. Kendall, Newark, N. J. Filed Feb. 10, 1928. Serial No. 253,431. 4 Claims. (Cl. 132—82.)

1. A vanity case, comprising a body, a lid, and means for hingedly connecting the lid with the body, said means including a member formed with a hinged knuckle and a member actually agrees the better of the body arrival.

member extending across the bottom of the body provided with extensions fitting into said knuckle, said member having a bar at the end at the end opposite the knuckle whereby the member may be swung out of the body for ejecting the compact plate held therein.

compact plate held therein.

1,700,103. Process of Condensation of Mixed Aldehydes.
Robert H. Van Schaack, Jr., Evanston, III., assignor to
Van Schaak Bros. Chemical Works, Inc., Chicago, III., a
Corporation of Illinois. Filed Feb. 27, 1926. Serial No.
91,249. 9 Claims. (Cl. 260—106.)

1. The process of manufacturing butyl acetate which

comprises the condensation of butylaldehyde with acetaldehyde in the presence of aluminum butoxide and a promoter.

1,700,227. Bottle Closure. Walter H. Jeffery, Toledo, Ohio. Filed Dec. 16, 1927. Serial No. 240,452. 1 Claim. (Cl. 215—56.)

A bottle stopper comprising a member co-acting for frictionally engaging a seat in primary bottle closing position said member having a way therethrough in an expansible and contractible region thereof, and a tube within said way open, and removable from said way, the diametrical size of said tube being so proportioned with respect to the contractable propensity of said region that said way is completely closed and sealed by withdrawing said tube therefrom.

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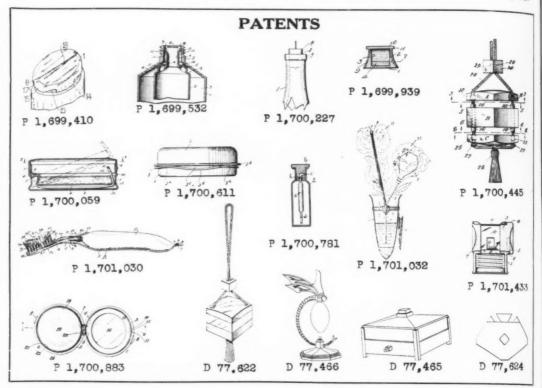
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1,700,445. Container. Albert E. Mullen, New York, N. Y. Filed May 1, 1928. Serial No. 274,239. 8 Claims. (Cl. 132—83.)

1. In a toilet requisite container, in combination, a plurality of independent superimposed sections having aligned openings therethrough, a mirror carried by the inner face of the upper section, a section abutting upon the upper section and having recesses within both faces thereof, a lower section abutting upon the last mentioned section and having a mirror carried by its abutting face and a cord passing through said aligned openings.

1,700,611. Container. Ernest W. Freeman, Belleville, N. J. assignor, by mesne assignments, to Continental Can Company, Inc., New York, N. Y., a Corporation of New York. Filed Aug. 24, 1927. Serial No. 215,033. 1 Claim. (Cl. 220—43.)

A metal container comprising a body member provided with an external projecting bead formed in the side wall thereof at a distance beneath the upper edge of the container, a cover member for said body provided with a projecting bead at its extreme lower edge lying in a plane parallel with the plane of the top portion of the cover member whereby when said cover member is placed on said body member the beaded edge portion of the cover member will have a uniform friction grip upon the portion of the body member above its bead throughout the entire circumference thereof for holding the cover on the body member, said bead on the body member having three or more portions spaced substantially at an equal distance from each other and lying in a plane pařallel with the upper edge of the body member for providing stops to limit the movement of the cover member onto the body member, the portions of the bead between said stops being gradually inclined away from the edge of the body member whereby an instrument placed between the inclined portion of the bead on the body member and the head at the lower edge of the cover may be used for wedging or prying the cover member loose from the body member.

1.700,781. Bottle Stopper with Drip Pipette Secured Thereto and Extending Into the Bottle, and Air Admission. Philipp Weickel, Coblenz, Germany. Filed June 25, 1928,

Serial No. 288,147, and in Germany June 29, 1927. 5 Claims. (Cl. 215—58.)

1. A drop-stopper for containers comprising an air admission channel bent at right angles so that the end of the horizontal arm of said channel is in the side wall of the stopper, and a pipette inserted into the lower end of the vertical arm of said channel so that the air admission to said pipette is shut off when the stopper is in the bottle neck

1,700,883. Vanity Case. Charles N. Coryell, Mamaroneck, N. Y., assignor to Scovill Manufacturing Company, Waterbury, Conn., a Corporation of Connecticut. Filed July 28, 1926. Serial No. 125,348. 9 Claims. (Cl. 132–83.)

1. A vanity case comprising a cover section having an annular inwardly projecting flange, a removable lock wire positioned under said flange, a toilet article held in said cover section by said wire, a second section, and a separate hinge having a separate pintle connecting said second section to said cover section.

1,701,030. Fountain Toothbrush. Claude R. Collins, Astoria, N. Y. Filed Aug. 10, 1927. Serial No. 212,046. 7 Claims. (Cl. 15—135.)

I. In a fountain tooth brush a hollow handle having a shank portion at one end thereof for supporting a brush head, said shank having a passageway therethrough forming communication between the handle and brush head and provided at its end adjacent the handle with a tapering portion, a dentifrice container having a tapering nozzle fitting in the tapering way portion and provided with a laterally extending lug, and a split locking ring encircling the shank at the tapering way portion and having an internal spirally formed groove engageable with said lug for drawing the nozzle into firm contact with the tapering way portion.

1,701,032. Atomizer. Pierre Dubray, Paris, France Filed July 9, 1927. Serial No. 204,535, and in Germany July 14, 1926. 1 Claim. (Cl. 299—89.)

As a new article of manufacture an atomizer comprising in combination an elastic bulb arranged to produce a pressure upon the liquid to be atomized, a nozzle for atomizing the liquid thus placed under pressure, an artificial flower

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the central nonopened part of which is formed by said bulb and another artificial flower concealing said nozzle and having its pistil formed by said nozzle.

1,701,433. Tube. Roy M. Witt, Pennington Gap, Va. Filed Mar. 9, 1927. Serial No. 173,985. I Claim. (Cl.

A cap for a tube having a cap-shaped inner portion for detachably engaging the neck of a tube and a cylindrical outer portion having its axis arranged at right angles to the axis of the cap, said cylindrical portion having a cylindrical bore with diametrically arranged openings in its upper and lower walls, a drum-like valve fitting in the bore, with one end of the valve enlarged to form a handle, this enlarged portion having a groove therein, a projection on the cylindrical portion of the cap fitting in said groove, the other end of the valve being upset to hold the valve in the cylindrical portion of the cap, said valve having a diametrically arranged slot therein for registering with the openings in the upper and lower walls of the cylindrical portion of the cap when the valve is moved to a certain position and said valve having a notch in one wall of the slot for placing the slot in communication with the interior of the cap part when the valve is in closed position.

#### Tariff Hearings Nearly Finished

(Continued from page 720)

"These people claim that their proposal is for the good of the farmer, but the farmer does not produce soap-making oils and fats, he produces edible oils and fats," said Mr. Corton

"He does not even produce tallow. What good would it do the farmer to increase the price of his soap 50 per cent? Manifestly this tariff program was not designed by the farmers but by manufacturers of fish oil and other kinds masquerading as farmers. If the tallow renderers and the fish oil men are entitled to protection they are entitled to protection in their own name and not in the name of the farmer."

The smaller units in the soap industry are menaced by this proposal, Mr. Gordon declared. The larger manufacturers are better able to meet adversity, he explained, because of their lower operating costs and the fact that they can finance direct importations, giving them power to buy at lower prices. As Mr. Gordon views the situation that would result from application of the "farmer" tariff on oils and fats, four factors are uppermost.

 It would impose a needless tax on the consumer, the farmer included.

2. It would force consolidations in the soap-making industry which can act as direct importers.

3. Such consolidation would reduce the industry's capacity for the production of glycerine, an important consideration from the viewpoint of national defense, as glycerine is essential in the manufacture of explosives.

4. The nation's health would be affected in some degree by curtailment of soap consumption.

The Bureau of Raw Materials has solicited the aid of the General Federation of Women's Clubs and soap manufacturers individually have been requested by the Bureau to form committees for the purpose of calling upon officers and members of the Federation and explaining that the tariff proposal constitutes a tax on sanitation and health of the American home, and that there is no question of the protection of American agriculture involved.

#### Ask Increase on Atomizers

An increase from 40 to 60 per cent in the duty on metal perfume atomizers or sprays, under paragraph 399, was requested in a brief filed by William J. Pitt, of Toledo, on

behalf of the De Vilbiss Company. The brief declared that the increase in duty is necessary as foreign manufacturers are underselling the domestic manufacturers whose product is made by American labor of American-made metal, American-made bottles and American-made rubber. The De Vilbiss Company's sales of atomizers dropped from \$1,400,000 in 1927 to \$950,000 in 1928, according to the brief filed with the committee. The drop of \$450,000 in sales is attributed partly to increased foreign competition from France, Germany and Czechoslovakia on low-priced atomizers.

#### Lanoline Duty Increase Urged

In addition to an increase in the tariff on crude wool grease, a proposal was made looking to an increase in the duty on U. S. P. lanoline. This was presented by H. V. R. Scheel representing the Botany Worsted Mills of Passaic, N. J., and the B. & W. Co., of Elizabeth, N. J. Mr. Scheel pointed out that the present tariff gave no special protection to the refiners of lanoline since it levied the same rate of duty, I cent per pound, on centrifugal and neutral wool grease and on U. S. P. lanoline. He advocated new rates which would cover wool grease containing more than 2 per cent of free fatty acids at 2 cents per pound and wool grease containing less than 2 per cent of free fatty acids at 5 cents per pound. U. S. P. lanoline he asked to have covered with a duty of 8 cents per pound. He contended that the future of the lanoline refining industry in the United States depended upon such protection.

Importers and consumers of this product are expected to oppose this increase on the ground that the domestic product has consistently undersold the imported under the present rate of duty and that domestic production has not been and will not be sufficient to take care of the demand under any rate of duty which may be proposed.

In this connection Pfaltz & Bauer, Inc., New York City, has issued the following circular on this proposed duty:

"As you are users of lanoline, we would like to call your attention to the fact that the American manufacturers are trying very hard at Washington to have the tariff on this article raised from 1 to 8 cents per pound, which will, of course, bring about a proportionate increase in the cost of your raw material.

"We do not believe that the American manufacturers are taking into consideration the interests of the consumers of the product when they make a demand of this kind, and as a suggestion we think it would be well for you to take the matter up with the Chairman of the Ways and Means Committee at Washington, Hon. W. C. Hawley; also with your Congressmen and Senators, as well as with the Sccretary of the Finance Committee, protesting against this advance.

"You may recall that during the War, when imported materials could not be brought into this country, most ridiculous prices were asked for this refined by-product. When we say "By-Product" we mean that the base of lanoline is common wool grease, which is a residue from washing wool, so you see, the American producers took advantage of the fact that no imported material was coming into the market, and charged from 45 to 56 cents per pound.

"Immediately after the War the price declined to 18½ to 20 cents. That was when imported material started to come in, and in 1922, the price was dropped still lower by one of the American producers who is now at Washington trying to get a higher duty on this material, so you will see from this that they were making money in 1922 with the duty at 1 cent per pound, when they were able to drop the price below 18½ cents."

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## Grasse Report for February

From Our Own Correspondent

RASSE. February 5.—The resumption in business which was anticipated during the early weeks of the new year has not materialized. The result is that the market is and has been very quiet and no fluctuations of any importance in the prices on Grasse products have been noted since our January report.

Manufacturing of essential oils from imported raw materials is now going on. In the Grasse region, opinion is that production of these materials will be somewhat below normal. It is believed that prices on Grasse produced oils will be higher since they are always in excellent demand, more so, indeed than the oils manufactured at the places of origin of the raw materials.

In the Alpes-Maritimes, it seems that at prevailing prices manufacturers are losing money, because of the heavy expenses, so there is little likelihood of lower prices. In the other Southeastern departments, prices have already gone up for extra fine grades.

To sum up, quality is generally very good, with a tendency to increasing prices. This seems to be a favorable time for purchases, as later on either higher prices will have to be paid or buyers will have to be satisfied with secondrate grades.

#### Orange

Are our hopes going to be shattered? Snow has made its appearance in Grasse and the neighboring country, and although it did not last, except on the near-by mountains, it may have caused some damage. This snowfall was followed by a north-east wind, strong, cold and dry, which brought with it a lowering of temperature and in certain parts the thermometer went down to below the freezing point. It is fairly certain that in the less sheltered plantations, the trees must have been injured by this cold, especially as they are in full growth, with new branches, and this will have an unfortunate effect on the new crop.

(Since the above was written, even more severe weather has been experienced in Southern Europe with temperatures well below freezing reported in the Alpes-Maritimes. Reports as to damage to the flower crops, received by New York houses, differ but it is highly probable that some damage has been done, especially to orange and other early crops.—Ed.)

Those who have followed our recommendations did not fail to buy every time they could do so at a fair price, and have every reason for congratulation. At present prices for all orange products are very firm and the lots that were still available have been withdrawn from the market.

#### Rose

No material change. Available stocks are decreasing day by day, thus helping to keep quotations firm. The transition period between the two crops will be especially difficult this season.

As regards Bulgaria, we hear that the entire production of otto of rose was quickly sold out after its manufacture and at high prices. It would seem that this year, rose trees were not attacked by mildew but many of the stalks dried up and were non-productive, as a result of the cold winter of 1927-1928 and of last summer's excessive dryness.

#### Jasmin

A certain slackness in the demand and less important stocks have weakened prices considerably. Consumers would do well to avail themselves of present prices to cover a part of their requirements, for there seems to be no hope of buying any cheaper at a future date. There is no sign of any new plantation in the neighborhood of Grasse, a sure indication that the peasants are no longer making a profit with the prices paid for them for the last crop.

#### Lavender

This oil holds its own but as the demand has decreased lately, it is possible that prices may go down a few points. On the other hand spikenard oil is much firmer, with a tendency to advance.

#### Cassie

The last crop confirmed our previsions and production was less than what has been estimated. The weather was unfavorable and flowering took place under very poor conditions. The flowers were purchased at 35 francs per kilo, an advance over last year's price, and the next crop is expected to be proportionately the same.

#### Other Flowers

The mimosa and Victoria violet crops seem to be normal. It is known, however, that the early flowers are all contracted for by the cut flower trade and it is only when the harvest is nearly over and prices more reasonable that the perfumery trade buys.

#### New Haitian Tariff in Effect

Haiti has just put into effect a new schedule of duties which were enacted under a law dated July 25, 1928, and officially promulgated during September. The rates on products affecting our industries are as follows: bottles and jars for perfumery, etc., 0.5 gourdes (10c) per kilo or 5 per cent ad valorem; essential oils and similar products: anethol, anise, birch, cade cajeput, cedar, citronella, copaiba, eucalyptus, fennel, pine needle, clove, origanum, rosemary, spruce, sassafras, lemongrass, amber, thyme, verbena, and other essential oils not specified used principally in medicine, 20 per cent ad valorem; bitter almond, dill, bay, caraway. cassia, chenopodium, lemon, cubeb, erigeron, pimento, juniper, geranium, heliotropine, laurel, lavender, linaloe, mace, peppermint, nutmeg, orange, petitgrain, pimento leaves, rue, savin, valerian, 5 gourdes (\$1.00) per kilo or 20 per cent ad valorem; machines for the making of soap, 5 per cent

#### Portugal's New Tariff

Several changes in the Portugese tariff law have just been made including a paragraph (No. 836) which prescribes maximum and minimum tariffs on perfumes, lotions, hair dyes, dentifrices, rice powders and similar products of 5 escudos per kilo maximum and 2.50 escudos minimum. Present value of the escudo is \$0.0455.

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#### Synthetics and Derivatives

The market has continued reasonably active although the demand is not quite as brisk as at the time of our January review. The position of some of the leading essential oils is such that buyers have in some instances used more in the line of synthetics than they normally do. Whether this development is to be temporary or permanent in most instances remains to be seen. In any event, both makers and importers of synthetics have been considerably encouraged by the trend.

Proposals for tariff revision on many of these products have been watched with a great deal of interest with the trade naturally lining up to some extent as importers or domestic manufacturers. No real effect upon the market has been felt, of course, since the actual revision of the rates of duty is still quite some time in the future.

There has been a heavier demand for geraniol than usual owing to the strength and scarcity of citronella oil. No advance in prices has been noted but it is apparent that values are maintained better than they have been and also that there is less resale material to be had.

The inquiry for linalool has also been good and the prices of this and of linalyl derivatives are stronger with a decidedly upward tendency on account of the strength and scarcity of raw material.

Artificial musks are in fair request but the competition between importers and manufacturers is still having a considerable effect upon the market. Openly, the domestic price is well maintained but doubtless competitive levels are being met on desirable business. Shading of all types of this product is in evidence in the import market.

Vanillin and coumarin are more competitive than they have been in some time. The fact that raw material for vanillin is scarce and firm has had little effect upon selling prices for the article. Some few resale parcels of both vanillin and coumarin are to be had at below the general schedules although not all of this resale material can be identified as to brand.

Safrol and artificial sassafras are both maintained at the recent advance in prices. Demand has been fully as good since the advance as it was before it took place.

Manufacturers report that some of the finer and more expensive synthetics are also in better demand than usual but prices on the list as a whole have shown little evidence of any material change in underlying conditions.

#### Vanilla Beans

Complaint is heard among the importers on the quality of the beans available in this market, especially the Bourbons. It is well known that many parcels offering at greatly reduced prices represent merchandise which many flavoring (Continued on Page 768)

#### Essential Oils

The demand has not been as brisk as many had anticipated earlier in the year. Business has recovered sharply from the levels of late 1928 and for a short time, seemed to be on the way to much greater activity but more recently, there has been somewhat less trading and consumers have again fallen back upon the policy of buying only as much as they need immediately and not anticipating to any extent their future requirements. The result has been a quiet market, with few changes of any great importance. Prices on many materials have remained notably firm despite the absence of large business and general sentiment in the trade is to the effect that a brisk resumption of activity would bring about rather sharp advances covering a wide range of products.

The floral oils have been steady. During the early part of February, news from France was rather disquieting. Extremely cold weather with snow and sleet storms, throughout Southern Europe caused a considerable amount of anxiety among the buyers of these materials in this market. Reports of actual damage have been rather slow in coming through but advices reaching this market are to the effect that damage to the orange trees was quite severe and that roses too have been hurt to some extent. It is too early as yet to determine what effect this will have upon the prices of these materials but doubtless the greater firmness which has been the rule since the news was received will be maintained for some time to come.

Citrus oils continue irregular with the tendency of orange still toward distinctly lower levels. The lemon situation is firmer than that in orange due to small stocks here and also to the fact that the prices abroad are materially firmer on lemon than on orange. Bergamot remains quiet and rather easy with a tendency to shade on substantial inquiry either here or at primary points.

The seed and spice group has been more or less irregular. Clove is in an undoubtedly firm position but as indicated in our special report a few months ago, it has not moved forward as rapidly as the speculative elements in the market here and in London would have liked. Fennel is somewhat easier reflecting the weakened position of the seed. Coriander is in the same class although here a decline in the oil has already taken p'ace. Ginger is firm to strong with prices on the upgrade although the oil has not kept pace with the root in its advancing tendency, due largely to the fact that demand has been rather limited.

The domestic group has been quite steady. Peppermint has remained at about the levels of last month despite the fact that the strain on the country holders must be getting rather strong. Large buying here has not been in evidence and occasional shading on a spot parcel of oil has been

(Continued on Page 768)

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#### PRICES IN THE NEW YORK MARKET

(Quotations on these pages are those made by local dealers, but are subject to revision without notice)

(See last page of Soap Section for Prices of Soap Materials)

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ESSENTIAL C	ILS		Hemlock	1.30@	1.35	Valerian 10.50@
Almond Bitter, per 1b		\$3.35	Hops, oz	15.50@		Verbena 3,75@ 7m
S. P. A		3.65	Horsemint			Vetivert, Bourbon 7.00@ 775
Sweet True		.90	Hyssop		200	Java 10.00@ 25.00
Apricot Kernel	.56@	.56	Juniper Berries, rectified.		3.00	East Indian 30.00@
Amber, crude		.45	Juniper Wood		.62	Wine, heavy 1.80@ 2.00
rectified	.65@	.90	Laurel			Wintergreen, Southern . 4.50@
Ambrette, oz	48.00@		Lavender, English	3.00@	5.50	Penn. and Conn 8.50@ 9.50 Wormseed 2.15@ 275
Amyris balsamifera	2.50(a)	3.00	U. S. P. "X" Garden		.55	Wormwood 40.00@ Nom
Angelica Root	28.00@	30.00	Lemon, Italian		4.50	Ylang-Ylang, Manila 30.00@ 3200
seed	35.00@	42.00	Calif.		4.75	Bourbon 11.00@ 1225
Anise, tech.		.65	Lemongrass		****	Taring Taring
Lead free, U. S. P		.68	rectified			TERPENELESS OILS
Aspic (spike) Spanish			Limes, distilled	8.75@	9.00	_
Bay, Porto Rico			expressed	25.00@		Bay 6.00@ 6.40
West Indies			Linaloe		Nom.	Bergamot 18.00@ 20.00
Balsam Tolu per oz			Lovage			Geranium
Balsam Peru			Mace, distilled	2.00(a		Lavender
Basil	45.00@		Mandarin			Lemon
Bergamot, 36-36 per cent.	5.50@	6.00	Majoram			Lime, Ex
Birch, sweet N. C	1.90@	2.15	Melissa			Orange, sweet130.00@150.00
Penn. and Conn		5.00	Mirbane		12.00	bitter
Birchtar, crude			artificial	2.100	2.30	Petitgrain 5.50@
Birchtar, rectified		.60	Myrrh		2.00	Rosemary 2.50@ 3.75
Bois de Rose, Femelle	2.70@	3.00	Myrtle			Sage, Clary 90.00@
Cade, U. S. P	.30@	.35	Neroli, Bigarade, pure	140.00a	175.00	Vetivert, Java 35.00@
Cajeput, Native		1.20	Petale, extra			Ylang-Ylang 28.00@ 35.00
Calamus	3.75@	4.25	Niaouli	2.50a		
Camphor, "white"	.15@	22	Nutmeg			OLEO-RESINS
sassafrassy		3.50	Olibanum			Benzoin 2.50@ 5.00
rectified		4.15	Orange, bitter		5.75	Capsicum, U.S.P. VIII. 4.25@
Caraway Seed, rectified	2.000	2.10	sweet, W. Indian		5.60	Alcoholic 3.50@
Cardamon, Ceylon			Italian		6.00	Ginger, U.S.P. VIII 3.00@
Cascarilla	64.00@	70.00	Calif. exp		7.30 5.20	Alcoholic 3.25@ 4.60
Cassia, 80@85 per cent	Nomi		dist	5.00(a .50(a	.85	Cubeb 3.25@
rectified, U. S. P	2.20@	2.40	Orris Root, concrete, do-	.sva	.0.3	Malefern 2.00@ 2.50
Cedar Leaf		1.30	mestic(oz.)	4.25@	4.75	Oak Moss 15.00@ 15.50
Cedar Wood		.35	foreign(oz.)	5.00a	5.50	Olibanum 3.25@
Cedrat	4.15@					Orris 9.00@ 20.00
		10 2"	Urris Koot, absolute (oz. 1		/11.1111	
Celery			Orris Root, absolute (oz.)		70.00	Patchouli 18.00@
Celery(oz.)	3.50@	10.25 5.00	Orris liquid	18.00@	70.00	Patchouli
Celery(oz.) Chamomile(oz.) Cherry laurel	3.50@ 12.00@	5.00	Orris liquid	18.00@ 10.00@	7.00	Patchouli       18.00@         Pepper, Black       4.25@         Sandalwood       16.00@
Celery	3.50@ 12.00@ 11.50@	5.00	Orris liquid	18.00@ 10.00@ 6.50@ 2.10@	7.00 2.50	Patchouli
Celery Chamomile(oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf	3.50@ 12.00@ 11.50@ 1.75@	5.00 15.00 2.00	Orris liquid Parsley Patchouli Pennyroyal, American French	18.00@ 10.00@ 6.50@ 2.10@ 1.30@	7.00 2.50	Patchouli       18.00@         Pepper, Black       4.25@         Sandalwood       16.00@         Vanilla       6.75@       8.75
Celery Chamomile(oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon	3.50@ 12.00@ 11.50@ 1.75@ .58@	5.00 15.00 2.00 .63	Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@	7.00 2.50	Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           DERIVATIVES AND CHEMICALS
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@	5.00 15.00 2.00	Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.55@	7.00 2.50 3.75	Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           DERIVATIVES AND CHEMICALS           Acetaldehyde         50%         2.00@
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@	5.00 15.00 2.00 .63 .64	Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.55@ 3.75@	7.00 2.50 3.75 4.00	Patchouli         18.006           Pepper, Black         4.256           Sandalwood         16.006           Vanilla         6.756         8.75           DERIVATIVES AND CHEMICALS           Acetaldehyde         50%         2.006           Acetophenone         3.500         4.00
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00	Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.55@ 3.75@ 2.15@	7.00 2.50	Patchouli         18,00%           Pepper, Black         4,2%           Sandalwood         16,00%           Vanilla         6,75%         875           DERIVATIVES AND CHEMICALS           Acetaldehyde 50%         2,00%           Acetophenone         3,50%         4,00           Acetyl Iso-eugenol         9,00%
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ .65@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80	Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.55@ 3.75@ 2.15@ 3.00@	7.00 2.50 3.75 4.00 2.30	Patchouli         18.00@           Pepper, Black         4.25@           Sandalwood         16.00@           Vanilla         6.75@         8.75           DERIVATIVES AND CHEMICALS           Acetaldehyde 50%         2.00@           Acetophenone         3.50@         4.00           Acetyl Iso-eugenol         9.00@           Aldehyde C 8         50.00@
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognae Copaiba Coriander	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ 65@ 9.75@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25	Orris liquid Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.55@ 3.75@ 2.15@ 3.00@ 3.00@ 3.00@	7.00 2.50 3.75 4.00	Patchouli
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 2.200@ .65@ 9.75@ 1.00@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15	Orris liquid Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones	18.00@ 10	7.00 2.50 3.75 4.00 2.30 3.50	Patchouli         18,00%           Pepper, Black         4,2%           Sandalwood         16,00%           Vanilla         6,75%         8,75           DERIVATIVES AND CHEMICALS           Acetaldehyde 50%         2,00%           Acetophenone         3,50%         4,00           Acetyl Iso-eugenol         9,00%           Aldehyde C 8         50,00%           C 9         80,00%         14,00           C 10         55,00%         8,00
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ .65@ 9.75@ 1.00@ 3.30@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50	Orris liquid Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento	18.00a 10.00a 6.50a 2.10a 1.30a 5.75a 3.55a 3.75a 2.15a 3.00a 3.75a 7.5a 2.00a	7.00 2.50 3.75 4.00 2.30	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006,140,00 C 9 80,006,140,00 C 10 55,006 8,00 C 11 72,006,77,00 C 12 75,006,105,00
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ .65@ 9.75@ 1.00@ 3.30@ 7.50@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15	Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Dine cones Pine needle, Siberia	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.55@ 3.75@ 2.15@ 3.00@ 3.00@ 3.75@ 2.00@	7.00 2.50 3.75 4.00 2.30 3.50	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 400 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 1400 C 10 55,006 8200 C 11 72,006 770 C 12 75,006 05,500 C 14 15,006 35,00
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 22.00@ .65@ 9.75@ 1.00@ 3.30@ 7.50@ 5.25@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50	Orris liquid Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation	18.00@ 10.00@ 6.50@ 2.10@ 5.75@ 3.55@ 2.15@ 3.00@ 3.00@ 3.75@ 2.00@ 2.95@ 2.00@ 2.00@	7.00 2.50 3.75 4.00 2.30 3.50 .90	Patchouli 18,00@ Pepper, Black 4,25@ Sandalwood 16,00@ Vanilla 6,75@ 8.75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,00@ Acetophenone 3,50@ 4,00 Acetophenone 9,00@ Aldehyde C 8 50,00@ C 9 80,00@ 14,00 C 10 55,00@ 8,00 C 11 72,00@ 77,00 C 12 75,00@ 15,
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognae Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 22.00@ 22.00@ 65@ 9.75@ 1.00@ 3.30@ 7.50@ 3.30@ 3.00@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50	Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.)	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.55@ 3.75@ 3.00@ 3.00@ 3.75@ 2.00@ 2.00@ 2.00@ 12.75@	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 14,00 C 10 55,006 8,20 C 11 72,006 7,00 C 12 75,006 105,006 C 14 15,006 35,00 C 16 15,006 4,00 Amyl Acetate 8,866 1,00
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 22.00@ .65@ 9.75@ 1.00@ 3.30@ 7.50@ 5.25@ 3.00@ 5.15@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50 8.00	Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria(oz.) Rosemary, French	18.00@ 10.00@ 6.50@ 2.10@ 1.\$0@ 5.75@ 3.55@ 3.75@ 3.00@ 3.00@ 3.75@ 2.00@ 2.95@ 2.00@ 12.75@ 80@	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 400 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 140,00 C 10 55,006 820 C 11 72,006 770 C 12 75,006 105,006 C 14 15,006 35,00 C 16 15,006 400 Amyl Acetate 856 100 Amyl Acetate 856 100 Amyl Butyrate 1,756 180
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed	3.50@ 12.00@ 11.50@ 1.75@ 58@ 6.50@ 3.00@ 2.90@ 9.75@ 1.00@ 3.30@ 3.50@ 5.25@ 3.00@ 5.15@ 4.25@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50	Orris liquid Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish	18.00@ 10.00@ 6.50@ 2.10@ 1.\$0@ 5.75@ 3.75@ 3.00@ 3.00@ 3.75@ 2.00@ 2.95@ 2.00@ 12.75@ 80@ .55@	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 2,006 C 9 80,006 14,00 C 10 55,006 8,20 C 11 72,006 77,00 C 12 75,006 105,00 C 14 15,006 35,00 C 16 15,006 4,00 Amyl Acetate 856 10 Amyl Butyrate 1,756 180 Amyl Butyrate 2,506
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ .65@ 1.00@ 3.30@ 7.50@ 3.00@ 5.15@ 4.25@ 1.65@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50 8.00	Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.75@ 3.75@ 3.00@ 3.75@ 2.00@ 2.00@ 12.75@ 80@ 3.55@ 3.25@ 3.25@ 3.25@ 3.25@	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 8,00 C 9 80,006 14,00 C 10 55,006 8,00 C 11 72,006 7,70 C 12 75,006 105,00 C 14 15,006 35,00 C 16 15,006 4,00 Amyl Acetate 856 10 Amyl Cinnamate 2,506 Amyl Cinnamate 2,506 Amyl Cinnamate Aldehyde 5,006 10,00
Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron	3.50@ 12.00@ 11.50@ 1.75@ 58@ 3.00@ 3.00@ 2.90@ 22.00@ 9.75@ 1.00@ 3.30@ 7.50@ 7.50@ 5.25@ 3.00@ 4.25@ 4.25@ 1.65@ 2.35@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50 8.00	Orris liquid Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.75@ 3.75@ 3.00@ 3.00@ 3.75@ 2.95@ 2.95@ 2.95@ 2.95@ 3.556@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8.75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 14,00 C 10 55,006 8,00 C 11 72,006 77,00 C 12 75,006 10,006 C 14 15,006 4,000 Amyl Acetate 856 100 Amyl Acetate 856 100 Amyl Cinnamate 2,2506 Amyl Cinnamic Aldehyde Amyl Cinnamic Aldehyde 2,007
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi	3.50@ 12.00@ 11.50@ 1.75@ 58@ 3.00@ 3.00@ 2.90@ 22.00@ 9.75@ 1.00@ 3.30@ 7.50@ 7.50@ 5.25@ 3.00@ 4.25@ 4.25@ 1.65@ 2.35@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50 8.00	Orris liquid Parsley Patsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.75@ 2.15@ 3.00@ 3.75@ 2.00@ 12.75@ 2.00@ 5.55@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 400 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 140,00 C 10 55,006 8,20 C 11 72,006 770 C 12 75,006 1050 C 14 15,006 35,00 C 16 15,006 400 Amyl Acetate 856 100 Amyl Butyrate 1,756 180 Amyl Cinnamic Aldehyde Amyl Cinnamic Aldehyde Amyl Formate 1,706 200 Amyl Phenyl Acet. 5,006 5,75
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ 3.30@ 7.50@ 3.30@ 7.50@ 3.30@ 1.65@ 2.35@ 2.35@ 3.80@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50 8.00	Orris liquid Parsley Patslov Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India	18.00@ 10.00@ 1.00@ 2.10@ 2.10@ 3.55@ 3.55@ 3.75@ 3.00@ 3.75@ 2.00@ 2.90@ 12.75@ 3.00@ 3.25@ 3.25@ 3.25@ 3.75@ 3.75@ 7.75@ 3.75@ 3.75@ 7.75@	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 8,00 C 9 80,006 14,00 C 10 55,006 8,00 C 11 72,006 77,00 C 12 75,006 105,00 C 14 15,006 35,00 C 16 15,006 4,00 Amyl Acetate 856 100 Amyl Acetate 856 100 Amyl Cinnamate 2,506 Amyl Cinnamate 2,506 Amyl Formate 1,706 2,000 5,7 Amyl Formate 1,706 2,000 5,7 Amyl Formate 1,706 2,000 5,7 Amyl Phenyl Acet. 5,006 5,7 Amyl Salicylate, dom. 1,156 145
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.)	3.50@ 12.00@ 11.50@ 1.75@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ 65@ 9.75@ 1.00@ 3.30@ 7.50@ 3.50@ 4.25@ 1.65@ 2.35@ 3.80@ .65@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50 8.00 6.00	Orris liquid Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural	18.00@ 10.00@ 6.50@ 2.10@ 1.30@ 5.75@ 3.55@ 3.75@ 3.00@ 3.00@ 3.00@ 2.00@ 2.95@ 2.00@ 12.75@ 3.25@ 3.75@ 3.75@ 12.00@ 7.75@ 1.00@ 1.00@	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8.75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 14,00 C 9 80,006 14,00 C 10 55,006 8,00 C 11 72,006 7,00 C 12 75,006 16,00 C 14 15,006 35,00 C 14 15,006 4,00 Amyl Acetate 8,86 1,00 Amyl Acetate 1,756 1,80 Amyl Cinnamate 2,506 Amyl Cinnamate 2,506 Amyl Formate 1,706 2,00 Amyl Formate 1,706 2,00 Amyl Formate 1,706 2,00 Amyl Phenyl Acet 5,006 5,55 Amyl Salicylate, dom. 1,156 1,45 foreign 1,29
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet	3.50@ 12.00@ 11.50@ 1.75@ 58@ 60@ 3.00@ 2.90@ 22.00@ 9.75@ 1.00@ 3.30@ 7.50@ 7.50@ 4.25@ 4.25@ 4.25@ 3.80@ 3.80@ 6.65@ 2.35@ 3.80@	5.00 15.00 2.00 .63 .64 3.10 28.00 .80 10.25 1.15 3.50 8.00	Orris liquid Parsley Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial	18.00 a 10.00 a 10.00 a 2.10 a 2.10 a 1.30 a 3.55 a 3.55 a 3.00 a 3.75 a 2.00 a 2.00 a 2.95 a 2.95 a 3.25 a 3.25 a 3.25 a 3.75 a 3.25 a 3.75 a 3.75 a 3.75 a 2.00 a 12.75 a 3.75	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 400 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 140,00 C 10 55,006 8,20 C 11 72,006 77,00 C 12 75,006 105,006 C 14 15,006 400 Amyl Acetate 856 100 Amyl Acetate 856 100 Amyl Cinnamate 2,506 Amyl Cinnamate 1,756 180 Amyl Cinnamate 1,756 180 Amyl Cinnamate 1,706 200 Amyl Formate 1,706 200 Amyl Formate 1,706 200 Amyl Phenyl Acet. 5,006 5,75 Amyl Salicylate, dom. 1,1566 4 Amyl Valerate 3,006 3,50
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cogniac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ 3.30@ 7.50@ 3.30@ 7.50@ 5.25@ 1.65@ 2.35@ 3.80@ .65@ 2.95@ 2.60@ 26.00@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50 8.00 6.00	Orris liquid Parsley Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India. Sassafras, natural artificial Savin, French	18.00 a 10.00 a 10.00 a 2.10 a 2.10 a 1.30 a 3.55 a 3.75 a 3.00 a 3.75 a 2.00 a 2.95 a 2.00 a 12.75 a 3.05 a 12.75 a 3.25 a 3.75 a 1.75 a 3.25 a 3.75 a 3.25 a 3.75 a 1.90 a 1.90 a	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 14,00 C 10 55,006 8,00 C 11 72,006 77,00 C 12 75,006 10,00 C 14 15,006 35,00 C 14 15,006 4,00 Amyl Acetate 85,006 4,00 Amyl Acetate 2,506 Amyl Cinnamic Aldehyde Amyl Formate 1,706 2,00 Amyl Formate 1,706 2,00 Amyl Phenyl Acet 5,006 5,7 Amyl Salicylate, dom. 1,156 145 foreign 1,556 Amyl Valerate 3,006 3,50 Angl Valerate 3,006 3,50 Angl Valerate 3,006 3,50 Angl Valerate 3,006 3,50 Angl Valerate 4,000 1,50 Angl Valerate 3,006 3,50 Angli Valerate 4,000 1,50 Angli Angli Aldehyde 4,000 1,50 Angl
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet	3.50@ 12.00@ 11.50@ 1.75@ 1.75@ 3.00@ 3.00@ 2.90@ 22.00@ 65@ 9.75@ 1.00@ 3.30@ 7.50@ 3.30@ 4.25@ 1.65@ 2.35@ 38.00@ 65@ 9.00@ 24.00@ 24.00@	5.00 15.00 2.00 .63 .64 3.10 3.00 28.00 .80 10.25 1.15 3.50 8.00 6.00	Orris liquid Parsley Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial Savin, French Spanke Root	18.00@ 10.00@ 6.50@ 6.50@ 1.30@ 5.75@ 3.55@ 3.75@ 3.00@ 3.00@ 3.75@ 2.00@ 2.95@ 3.75@ 3.75@ 3.75@ 12.75@ 3.75@ 3.75@ 12.75@ 3.75@ 12.75@ 11.00@ 3.35@ 1.90@ 11.50@	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00 8.00 1.25 1.10 2.20 13.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8.75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 140,00 C 9 80,006 140,00 C 10 55,006 8,00 C 11 72,006 77,00 C 12 75,006 105,00 C 14 15,006 35,00 C 16 15,006 40,00 Amyl Acetate 8,86 1,00 Amyl Cinnamate 1,756 1,80 Amyl Cinnamic Aldehyde 5,006 10,00 Amyl Formate 1,706 2,006 5,50 Amyl Cinnamic Aldehyde 5,006 10,00 Amyl Formate 1,706 2,006 5,50 Amyl Phenyl Acet 5,006 5,50 Amyl Phenyl Acet 5,006 5,50 Amyl Valerate 3,006 3,50 Amethol 1,406 1,90 Anisic Aldehyde, dom. 3,406
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ .65@ 3.30@ 7.50@ 3.30@ 7.50@ 3.30@ 1.65@ 2.35@ 3.80@ .65@ 90@ 26.00@ 24.00@ 4.45@ 5.00@ 5	5.00 15.00 2.00 6.30 6.44 3.10 3.00 28.00 8.01 10.25 1.15 3.50 8.00 6.00	Orris liquid Parsley Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Savsafras, natural artificial Savin, French Snake Root Spearmint	18.00 a 10.00 a 10.00 a 1.00 a 2.10 a 1.30 a 3.55 a 3.55 a 3.00 a 3.75 a 2.00 a 2.00 a 2.95 a 8.00 a 3.75 a 2.95 a 8.25 a 3.25 a 3.25 a 3.75 a 1.00 a 4.75 a 1.00 a 4.75 a 1.00 a 4.75 a 4.75 a	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00 8.00 1.25 1.10 2.20 13.00 5.00	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8.75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 8,00 C 9 80,006 14,00 C 10 55,006 8,00 C 11 72,006 77,00 C 12 75,006 105,00 C 14 15,006 35,00 C 16 15,006 4,00 Amyl Acetate 856 100 Amyl Acetate 856 100 Amyl Cinnamate 1,756 180 Amyl Cinnamate 2,506 Amyl Cinnamate 2,506 100 Amyl Formate 1,706 200 Amyl Formate 1,706 200 Amyl Formate 1,706 200 Amyl Formate 1,506 5,006 10,00 Amyl Formate 1,506 11,566 Amyl Valerate 3,006 5,75 Amyl Valerate 3,006 5,75 Amyl Valerate 3,006 5,75 Amyl Valerate 3,006 3,50 Anethôl 1,406 150 Anisic Aldehyde, dom. 3,406 foreign 4,006 4,55 Benzaldehyde, U.S.P. 1,456
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U.S. P.) Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon Spanish	3.50@ 12.00@ 11.50@ 1.75@ 1.75@ 3.00@ 3.00@ 2.90@ 22.00@ 3.30@ 7.50@ 3.30@ 7.50@ 3.30@ 3.51.5@ 4.25@ 2.35@ 2.35@ 2.4.00@ 4.45@ 2.4.00@ 4.4.5@ 2.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@	5.00 15.00 2.00 6.30 6.44 3.10 3.00 28.00 10.25 1.15 3.50 8.00 6.00 70 95	Orris liquid Parsley Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial Savin, French Spanke Root	18.00 a 10.00 a 10.00 a 2.10 a 2.10 a 1.30 a 3.55 a 3.75 a 3.00 a 3.75 a 2.00 a 2.90 a 2.90 a 2.90 a 12.75 a 3.25 a 3.75 a 1.00 a 4.75 a 1.55 a 4.75 a 4.75 a 1.55 a	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00 8.00 1.25 1.10 2.20 13.00 5.00 1.30	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8.75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 1400 C 10 55,006 8,00 C 11 72,006 7,700 C 12 75,006 10,500 C 14 15,006 350 C 16 15,006 400 Amyl Acetate 8,86 100 Amyl Acetate 1,756 180 Amyl Cinnamate 2,506 Amyl Cinnamic Aldehyde 5,006 10,00 Amyl Formate 1,756 180 Amyl Formate 1,756 180 Amyl Formate 3,006 5,55 Amyl Salicylate, dom. 1,156 145 foreign 1,656 Amyl Valerate 3,006 3,50 Amethól 1,406 1,9 Anisic Aldehyde, dom. 3,406 1,9 foreign 4,006 4,35 Benzaldehyde, U.S.P. 1,456
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon	3.50@ 12.00@ 11.50@ 1.75@ 1.75@ 3.00@ 3.00@ 2.90@ 22.00@ 3.30@ 7.50@ 3.30@ 7.50@ 3.30@ 3.51.5@ 4.25@ 2.35@ 2.35@ 2.4.00@ 4.45@ 2.4.00@ 4.4.5@ 2.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@ 6.5.00@	5.00 15.00 2.00 6.30 6.44 3.10 3.00 28.00 .80 10.25 1.15 3.50 8.00 6.00 70 .95 4.60 5.10 4.00	Orris liquid Parsley Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India. Sassafras, natural artificial Savin, French Snake Root Spearmint Spruce	18.00 a 10.00 a 10.00 a 1.00 a 2.10 a 1.30 a 3.55 a 3.55 a 3.00 a 3.75 a 2.00 a 2.00 a 2.00 a 12.75 a 3.75 a 3.75 a 2.05 a 12.00 a 11.50 a 11.50 a 12.50 a	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00 8.00 1.25 1.10 2.20 13.00 1.30 4.75	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 400 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 1400 C 10 55,006 8,00 C 11 72,006 77,00 C 12 75,006 1000 C 14 15,006 35,006 C 14 15,006 400 Amyl Acetate 85,006 400 Amyl Acetate 85,006 400 Amyl Cinnamic Aldehyde Amyl Cinnamic Aldehyde Amyl Formate 1,706 200 Amyl Phenyl Acet. 5,006 57 Amyl Salicylate, dom. 1,156 145 foreign 1,556 Amyl Valerate 3,006 3,50 Amyl Valerate 3,006 3,50 Amyl Valerate 3,006 3,50 Amyl Valerate 3,006 4,50 Anisic Aldehyde, U.S.P. 1,456 Benzaldehyde, U.S.P. 1,456 190
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U.S. P.) Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon Spanish	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 22.00@ 9.75@ 1.00@ 3.30@ 7.50@ 7.50@ 5.25@ 3.00@ 2.35@ 4.25@ 4.25@ 4.25@ 26.00@ 24.00@ 5.00@ 3.50@ 3.50@ 6.00@	5.00 15.00 2.00 6.30 6.44 3.10 3.00 28.00 8.01 10.25 1.15 3.50 8.00 6.00 70 95 4.60 5.10 4.00	Orris liquid Parsley Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India. Sassafras, natural artificial Savin, French Snake Root Spearmint Spruce Styrax Tansy Thuja	18.00 a 10.00 a 10.00 a 2.10 a 2.10 a 1.30 a 3.55 a 3.75 a 3.00 a 3.75 a 2.00 a 2.00 a 2.00 a 2.00 a 12.75 a 3.25 a 1.00 a 4.75 a 1.25 a 1.20 a 4.75 a 4.25 a 4.25 a 1.25 a	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00 8.00 1.25 1.10 2.20 13.00 5.00 1.30	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 8,00 C 9 80,006 14,00 C 10 55,006 8,00 C 11 72,006 77,00 C 12 75,006 105,00 C 14 15,006 35,00 C 14 15,006 35,00 C 16 15,006 4,00 Amyl Acetate 856 100 Amyl Acetate 856 100 Amyl Ginnamic Aldehyde Amyl Cinnamic Aldehyde Amyl Formate 1,706 2,506 Amyl Formate 1,706 2,506 Amyl Formate 1,706 2,506 Amyl Salicylate, dom. 1,156 145 foreign 1,656 Amyl Salicylate, dom. 1,156 145 foreign 1,656 Amyl Salicylate, dom. 3,406 foreign 4,006 4,35 Anisic Aldehyde dom. 3,406 foreign 4,006 4,35 Benzaldehyde, U.S.P. 1,456 F.F. C. 1,556 1,90 Benzophenone 3,006 5,90 Benzylidenacetone 2,506 4,00
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cogniac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon Spanish Turkish (Palma rosa) Ginger Gingergrass	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ 3.55@ 9.75@ 3.30@ 7.50@ 3.30@ 5.15@ 4.25@ 2.35@ 3.80@ 6.50@ 24.00@ 4.45@ 2.45@ 2.55@ 2.55@ 6.00@ 6.00@ 3.20@	5.00 15.00 2.00 6.30 6.44 3.10 3.00 28.00 80 10.25 1.15 3.50 8.00 6.00  .70 .95 4.60 5.10 4.00 6.25	Orris liquid Parsley Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage, Clary Sandalwood, East India. Sassafras, natural artificial Savin, French Snake Root Spearmint Spruce Styrax Tansy Thuja Thyme, red	18.00 a 10.00 a 10.00 a 6.50 a 1.30 a 3.55 a 3.75 a 2.15 a 3.00 a 3.75 a 2.00 a 2.90 a 12.75 a 3.25 a 4.75 a 1.20 a 4.75 a 1.25 a 1.20 a 4.75 a 1.25 a	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00 8.00 1.25 1.10 2.20 13.00 5.00 1.30 4.75	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8.75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 C 9 80,006 14,00 C 10 55,006 8,00 C 11 72,006 77,00 C 12 75,006 105,00 C 14 15,006 35,00 C 16 15,006 4,00 Amyl Acetate 856 100 Amyl Butyrate 1,756 18 Amyl Cinnamic Aldehyde 5,006 10,00 Amyl Formate 1,706 2,506 Amyl Formate 1,706 2,506 Amyl Formate 1,506 5,506 10,00 Amyl Formate 1,506 5,506 10,00 Amyl Salicylate, dom. 1,156 145 foreign 1,656 Amyl Valerate 3,006 5,50 Anethol 1,406 1,90 Anethol 1,406 1,90 Anethol 1,406 1,90 Anethol 1,406 1,90 Benzylidenacetone 3,006 5,50 Benzophenone 3,006 5,50 Benzophenone 3,006 5,50 Benzophenone 3,006 5,50 Benzophenone 3,006 5,50 Benzoplenone 3,006 5,50 Benzoplenone 3,006 5,50 Benzoplenone 2,506 4,00 Benzylidenacetone 2,506 4,00 Benzylidenacetone 1,556 156
Celery Chamomile Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. (U. S. P.) Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon Spanish Turkish (Palma rosa) Ginger	3.50@ 12.00@ 11.50@ 1.75@ .58@ .60@ 3.00@ 2.90@ 22.00@ 3.55@ 9.75@ 3.30@ 7.50@ 3.30@ 5.15@ 4.25@ 2.35@ 3.80@ 6.50@ 24.00@ 4.45@ 2.45@ 2.55@ 2.55@ 6.00@ 6.00@ 3.20@	5.00 15.00 2.00 6.30 6.44 3.10 3.00 28.00 80 10.25 1.15 3.50 8.00 6.00  .70 .95 4.60 5.10 4.00 6.25	Orris liquid Parsley Parsley Patchouli Pennyroyal, American. French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India. Sassafras, natural artificial Savin, French Snake Root Spearmint Spruce Styrax Tansy Thuja	18.00 a 10.00 a 10.00 a 2.10 a 2.10 a 1.30 a 3.55 a 3.75 a 3.00 a 3.75 a 2.00 a 2.00 a 2.00 a 2.00 a 12.75 a 3.25 a 1.00 a 4.75 a 1.25 a 1.20 a 4.75 a 4.25 a 4.25 a 1.25 a	7.00 2.50 3.75 4.00 2.30 3.50 .90 4.50 22.00 8.00 1.25 1.10 2.20 13.00 5.00 1.30 4.75	Patchouli 18,006 Pepper, Black 4,256 Sandalwood 16,006 Vanilla 6,756 8,75  DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,006 Acetophenone 3,506 4,00 Acetyl Iso-eugenol 9,006 Aldehyde C 8 50,006 8,00 C 9 80,006 14,00 C 10 55,006 8,00 C 11 72,006 77,00 C 12 75,006 105,00 C 14 15,006 35,00 C 14 15,006 35,00 C 16 15,006 4,00 Amyl Acetate 856 100 Amyl Acetate 856 100 Amyl Ginnamic Aldehyde Amyl Cinnamic Aldehyde Amyl Formate 1,706 2,506 Amyl Formate 1,706 2,506 Amyl Formate 1,706 2,506 Amyl Salicylate, dom. 1,156 145 foreign 1,656 Amyl Salicylate, dom. 1,156 145 foreign 1,656 Amyl Salicylate, dom. 3,406 foreign 4,006 4,35 Anisic Aldehyde dom. 3,406 foreign 4,006 4,35 Benzaldehyde, U.S.P. 1,456 F.F. C. 1,556 1,90 Benzophenone 3,006 5,90 Benzylidenacetone 2,506 4,00

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3.50 1.50 4.35

1.90 5.50 4.00

2.35

Benzyl Alcohol	1.25@	2.25	Nerolin	1.50(a	1.75	Peach Kernel Meal	.35(a)	
Benzyl Benzoate	1.30@	2.35	Nonyl Acetate	48.00@		Reseda flowers, powd	1.50(a)	
Benzyl Butyrate	5.50@	6.25	Nonyl Alcohol	40.00@ .	52.00	Rhubarb Root, Shensi	Nomin	
Benzyl Cinnamate	9.00@		Octyl Acetate			High Dried	.45@	.50
	3.35@	3.60	Octvl Alcohol	32.00@		Powdered	.55@	.75
Benzyl Iso-eugenol	18.00@ 2	27.00	Paracresol Methyl Ether.	7.00@	8.00	Rice Starch	.12(a)	.15
Benzyl Propionate	4.50@	6.00	Paracresyl Acetate	5.75@		Rose leaves, red	2.00@	
Benzyl Succinate	5.50@		Phenylacetaldehyde 50%.	5.50@	7.00	pale	.50@	
Borneol	2.90@	3.50	imported	5.50@	8.00	Rose water, gal	1.25@	
Bornyl Acetate	3.30@	3.80	100%	9.00@	11.00	Sandalwood chips	.45@	.50
Bromstyrol	4.75@	5.00	Phenylacetic Acid	3.00@	4.00	Saponin	1.60@	
Butyl Acetate	.60@		Phenylethyl Acetate		13.00	Styrax	.40@	3.35
Butyl Propionate	2.00@		Phenylethyl Butyrate			Talc, domestic (ton)		
Butyl Butyrate	2.00@		Phenylethyl Formate	18.00@		French(ton)		
Butyraldehyde	12.00@		Phenylethyl Propionate			Italian(ton)		05.00
Carvene	.50@		Phenylethyl Valerate			Vetivert root	.30@	
Campal	4.00@	6.00	Phenylethyl Alcohol, dom.		5.50	Zinc Stearate	.26@	.30
Cinnamic Acid	4.00@		imported		6.00			
Cinnamic Alcohol	3.75@	4.25	Phenylpropyl Alcohol			BEANS		
Cinnamic Aldehyde	2.75@	4.25	Phenylpropyl Aldehyde			Toules Doons Doos	1.10@	1.35
Citral C. P	2.75@	3.00	Rhodinol, dom		15.00	Tonka Beans, Para		2.40
Citronellal	3.00@	3.40	foreign		16.50	Angostura Vanilla Beans	2.15(U)	2.40
Citronellol, doni	4.25@	5.00	Safrol		.40	Mexican, whole	3.20@	5.50
foreign	5.00@	6.00	Skatol, C. P(oz.)		10.00			2.75
Citemellyl Acetate	12.00(0)		Styralyl Acetate			Mexican, cut Bourbon, whole		2.25
Coumarin, dom.	4.00(a)		Styralyl Alcohol	20.00@		Bourbon, cut		6.63
foreign	4.00(a)		Terpineol, C. P. dom	.38@	.40			3.00
Cuminic Aldehyde	62.00@		imported	.53@	.60	South American	2.50@	3.00
Devel Acetate	28.00(a)		Terpenyl Acetate		1.15	TINCTURE	2	
Decyl Alcohol	28.00@		Thymene	.30@				
Dibutylphthalate	.SUCCE	.36	Thymol	2.75@	3.00	Ambergris		24.00
Diethylphthalate	.32@	.37	Vanillin	6.80@	7.15	Benzoin		
Dimethylphthalate	.65@		Violet Ketone Alpha	5.00@	10.00	Civet		4.00
Diphenylmethane,	1.75@	2.45	Beta	5.50@	8.00	Musk, nat		32.00
Diphenyloxide	1.00(a)		Yara Yara	1.50@	1.75	Orris root		
Ethyl Acetate	.50@	.55				Balsam Tolu		
Ethyl Benzoate	1.80@					Vanilla	2.50@	3.00
Ethyl Butyrate	2.00@		SUNDRIES					
Ethyl Cinnamate			Machal Coloma enirite			SOLUBLE RES	SINS	
Ethyl Formate	1.300		Alcohol, Cologne, spirits,		2.80	Ambrette	18,000	
Ethyl Propionate	2.00@	2.65	gal	.25@	.40	Castoreum		
Ethyl Salicylate	2.35@	2.75	Ambergris, black(oz.)	-600(00)	Nom.	Chypre		
Ethyl Vanillin	20.00@		gray(oz.)	39.00	Nom.	Civet		
Eucalyptol	1.15(a)	1.25	Balsam Copaiba, S. A	.36@	.40	Benzion		
Eugenol	3.75@	4.00	Para		.37	Galbanum		
foreign	3.60(a)	4.00	Balsam Peru		1.90	Labdanum		
Geraniol, dom	1.50(a)	6.00	Tolu		4.20	Myrrh		
foreign		4.00	Baudruche skins, (gross)		25.00	Oak Moss		
Geranyl Acetate	3.15(a)	4.25	Beaver Castor			Olibanum		
Geranyl Butyrate	10.50(a)	12.00			AMILOO			
Geranyl Formate			Lardamon Seed green	1.5000		Opoponax	6.00@	
	7.00(a)	11.00	Cardamon Seed, green		1.80	Opoponax	6.00@ 12.00@	
Heliotropin, dom	7.00@ 1.80@	2.00	decort	1.75@		Orris Root	6.00@ 12.00@ 12.00@	
	7.00@ 1.80@ 2.10@	2.00 2.35	decort Castoreum	1.75@ 10.00@	12.00	Opoponax Orris Root Patchouli Peru balsam	6.00@ 12.00@ 12.00@ 8.50@	
Heliotropin, dom	7.00@ 1.80@ 2.10@	2.00 2.35 10.00	decort	1.75@ 10.00@	12.00	Orris Root	6.00@ 12.00@ 12.00@ 8.50@ 6.75@	
Heliotropin, dom foreign	7.00@ 1.80@ 2.10@ 6.00@ 3.10@	2.00 2.35	decort	1.75@ 10.00@ .03½@	12.00	Orris Root	. 6.00@ . 12.00@ . 12.00@ . 8.50@ . 6.75@ . 10.50@	
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P (oz.) Iso-borneol	7.00@ 1.80@ 2.10@ 6.00@ 3.10@ 2.30@	2.00 2.35 10.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.)	1.75@ 10.00@ .03½@ 1.25@	12.00 .06½	Orris Root Patchouli Peru balsam Sandalwood	6.00@ 12.00@ 12.00@ 8.50@ 6.75@ 10.50@ 2.75@	
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P (oz.) Iso-borneol Iso-bornyl Acetate	7.00@ 1.80@ 2.10@ 6.00@ 3.10@ 2.30@ 3.25@	2.00 2.35 10.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns(oz.)	1.75@ 10.00@ .03½@ 1.25@ 2.75@	12.00 .06½ 3.75	Orris Root Patchouli Peru balsam Sandalwood Styrax	6.00@ 12.00@ 12.00@ 8.50@ 6.75@ 10.50@ 2.75@ 3.50@	
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz.) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate	7.00@ 1.80@ 2.10@ 6.00@ 3.10@ 2.30@ 3.25@ 4.00@	2.00 2.35 10.00 5.50	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.)	1.75@ 10.00@ .03½@ 1.25@ 2.75@ 3.25@ 1.50@	12.00 .06½ 3.75 3.65 1.75	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert	. 6.00@ . 12.00@ . 12.00@ . 8.50@ . 6.75@ . 10.50@ . 2.75@ . 3.50@ . 11.00@	
Heliotropin, dom. foreign Hydroxycitronellal Indol, Č. P	7.00(a) 1.80(a) 2.10(a) 6.00(a) 3.10(a) 2.30(a) 3.25(a) 4.00(a) 3.00(a)	2.00 2.35 10.00 5.50	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana	1.75@ 10.00@ .03½@ 1.25@ 2.75@ 3.25@ 1.50@	3.75 3.65 1.75 .55	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam	. 6.00@ . 12.00@ . 12.00@ . 8.50@ . 6.75@ . 10.50@ . 2.75@ . 3.50@ . 11.00@	
Heliotropin, dom. foreign Hydroxycitronellal Indol, Č. P	7.00(a 1.80(a 2.10(a) 6.00(a 3.10(a 2.30(a) 3.25(a) 4.00(a) 3.00(a) 4.75(a)	2.00 2.35 10.00 5.50	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam	1.75@ 10.00@ .03½@ 1.25@ 2.75@ 3.25@ 1.50@ .50@	3.75 3.65 1.75 .55	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD	6.00@ 12.00@ 12.00@ 8.50@ 6.75@ 10.50@ 2.75@ 3.50@ 11.00@	RS
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P	7.00(a 1.80(a 2.10(a 6.00(a 3.10(a 2.30(a 3.25(a 4.00(a 4.75(a) 4.75(a)	2.00 2.35 10.00 5.50	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh	1.75@ 10.00@ .03½@ 1.25@ 2.75@ 3.25@ 1.50@ .50@ 1.35@ .65@	3.75 3.65 1.75 .55	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth	6.00@ 12.00@ 12.00@ 8.50@ 6.75@ 10.50@ 2.75@ 3.50@ 11.00@	RS 4.00
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P	7.00(a 1.80(a 2.10(a 6.00(a 3.10(a 2.30(a 4.00(a 4.75(a) 4.75(a) 1.75(a)	2.00 2.35 10.00 5.50 6.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum	1.75@ 10.00@ .03½@ 1.25@ 2.75@ 3.25@ 1.50@ .50@ 1.35@ .65@	3.75 3.65 1.75 .55	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II	6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 8.50@ 6.75@ 10.50@ 2.75@ 3.50@ 11.00@ COLO 3.50@ 3.50@ 3.50@	RS 4.00 4.00
Heliotropin, dom. foreign Hydroxycitronellal Indol, Č. P	7.00(a) 1.80(a) 2.10(a) 6.00(a) 3.10(a) 2.30(a) 4.00(a) 3.00(a) 4.75(a) 4.75(a) 1.75(a) 3.25(a)	11.00 2.00 2.35 10.00 5.50 6.00 4.50	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh	1.75@ 10.00@ .03½@ 1.25@ 2.75@ 3.25@ 1.50@ .50@ .65@ .03@	3.75 3.65 1.75 .55 1.50 .75 .03½	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine	6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 6.75@ 6.75@ 10.50@ 2.75@ 3.50@ 11.00@ COLO 3.50@ 3.50@ 3.50@	RS 4.00 4.00 4.00
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz.) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalool Linalyl Acetate 90%	7.00(a 1.80(a 2.10(a 3.10(a 3.30(a 3.25(a 4.00(a 3.00(a 4.75(a) 4.75(a) 4.75(a) 4.50(a)	11.00 2.00 2.35 10.00 5.50 6.00 4.50	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin	1.75@ 10.00@ .03½@ 1.25@ 2.75@ 3.25@ 1.50@ .50@ .50@ .65@ .03@ 6.00@	3.75 3.65 1.75 1.50 .03½ 20	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R	6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 8.50@ 6.75@ 10.50@ 3.50@ 11.00@ COLO 3.50@ 3.50@ 3.50@ 3.50@ 6.00@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal	7.00(a) 1.80(a) 2.10(a) 6.00(a) 3.10(a) 2.30(a) 3.25(a) 4.00(a) 4.75(a) 4.75(a) 4.75(a) 4.50(a) 10.50(a)	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum	1.75@ 10.00@ .03½@ 1.25@ 2.75@ 3.25@ 1.50@ .50@ .50@ .65@ .03@ .03@ .18@	3.75 3.65 1.75 5.55 1.50 7.75 0.03½ 2.20	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 6.75@ 10.50@ 2.75@ 11.00@ 11.00@ 3.50@ 3.50@ 3.50@ 6.00@ 15.00@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P	7.00(a 1.80 a 2.10 a 6.00 a 3.10 a 2.30 a 3.25 a 4.00 a 3.25 a 4.75 a 4.75 a 4.75 a 1.75 a 3.25 a 4.50 a 3.25 a 3.25 a 4.50 a 4.	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous	1.75@ 10.00@ .03½@ 1.25@ 2.75@ 3.25@ 1.50@ .50@ .135@ .03@ .03@ .03@ .03@ .03@ .03@ .20@	3.75 3.65 1.75 5.55 1.50 75 0.03½ 20 23	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 6.75@ 2.75@ 3.50@ 11.00@ COLO 3.50@ 3.50@ 3.50@ 3.50@ 15.00@ 15.00@ 20.00@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, Č. P	7.00(a 1.80(a 2.10(a 6.00(a 3.10(a 3.25(a 4.00(a 4.75(a) 4.75(a) 3.25(a 4.50(a) 3.25(a) 4.50(a) 3.50(a) 3.50(a) 3.50(a) 2.50(a)	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous	1.75@ 10.00@ 1.03\/@ 1.25@ 2.75@ 3.25@ 1.50@ 5.00@ 1.35@ 6.60@ 1.8@ 2.00@ 6.80@	12.00 .06½ 3.75 3.65 1.75 .55 1.50 .75 .03½ 20 .23 7.00	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 10.50@ 10.50@ 10.50@ 3.50@ 3.50@ 3.50@ 15.00@ 15.00@ 15.00@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz.) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalool Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone Methyl Anthranilate foreign	7.00(a 1.80(a 1.80(a 2.10(a 6.00(a 3.10(a 2.30(a 3.25(a 4.00(a 3.00(a 4.75(a 4.75(a 4.75(a 10.50(a 3.50(a 2.50(a 3.75(a 3.75(a 3.75(a) 3.75(a)	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap.	1.75@ 10.00@ 1.25@ 2.75@ 2.75@ 1.50@ 1.50@ 1.35@ 1.35@ 0.30@	12.00 .06½ 3.75 3.65 1.75 .55 1.50 .75 .03½ .20 .23 .7.00 4.00 inal	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 10.50@ 10.50@ 10.50@ 3.50@ 3.50@ 3.50@ 15.00@ 15.00@ 15.00@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P	7.00(a 1.80(a 2.10(a 3.10(a 2.30(a 3.25(a 4.00(a 3.00(a 4.75(a) 4.75(a) 1.75(a) 3.25(a) 3.25(a) 3.50(a) 3.50(a) 3.50(a) 3.50(a) 3.50(a) 3.50(a) 3.50(a) 4.75(a	11.00 2.00 2.35 10.00 5.50 6.00 5.00 4.50 6.00 3.75 3.00 2.25	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods. (oz. grains (oz.	1.75@ 10.00@ 1.25@ 2.75@ 3.25@ 1.50@ .50@ .65@ .03@ .60@ .20@ .20@ .80@ .80@ .80@ .80@ .80@ .80@ .80@ .8	12.00 .06½ 3.75 3.65 1.75 .55 1.50 .75 .03½ .20 .23 .7.00 4.00 inal	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B Light Green S.F. Fast Green P.C.F.	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 3.50@ 3.50@ 15.00@ 15.00@ 15.00@ 35.00@ 30.00@ 30.00@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P	7.00a 1.80a 1.80a 3.10a 2.10a 6.00a 3.10a 2.30a 4.75a 4.75a 4.75a 4.50a 1.75a 3.50a 2.50a 3.50a 3.50a 3.50a 3.50a 3.50a 3.50a 3.50a 3.50a 3.50a	11.00 2.00 2.35 10.00 5.50 6.00 5.00 4.50 6.00 3.75 3.00 2.25 4.35	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz. grains (oz. Tonquin, gr. (oz.	1.75@ 10.00@ 1.25@ 2.75@ 3.25@ 3.25@ 1.50@ 1.35@ 6.60@ 1.8@ 2.00@ 3.25@ Nom Nom 35.00@	12.00 .06½ 3.75 3.65 1.75 .55 1.50 .75 .03½ 20 .23 7.00 4.00 inal	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B Light Green S.F. Fast Green F.C.F. Yellow A.B.	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 6.00@ 15.00@ 15.00@ 25.00@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (Oz.) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalool Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone Methyl Anthranilate foreign Methyl Benzoate Methyl Benzoate Methyl Benzoate Methyl Benzoate Methyl Cinnamate Methyl Cinnamate Methyl Eugenol	7.00@ 1.80@ 1.80@ 6.00@ 3.10@ 2.30@ 4.00@ 4.75@ 4.75@ 4.75@ 10.50@ 3.250@ 3.75@ 1.85@ 3.75@ 1.85@ 3.90@ 3.90@	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods. (oz. grains (oz. Tonquin, gr. (oz. pods (oz.	1.75@ 10.00@ 1.25@ 2.75@ 3.25@ 1.50@ 1.35@ 6.5@ 6.00@ 1.86@ 2.00@ 1.86@ 3.25@ 1.80@ 3.25@ 1.80@ 3.25@ 1.80@ 3.25@ 1.80@ 3.25@ 3.25@ 1.80@ 3.25@	3.75 3.65 1.75 5.55 1.50 .75 0.33/2 20 23 7.00 4.00 inal	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B.	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 10.50@ 10.50@ 3.50@ 1.00@ 3.50@ 15.00@ 15.00@ 25.00@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P	7.000a 1.800a 2.100a 6.000a 3.100a 2.300a 3.250a 4.000a 4.750a 4.750a 4.500a 2.500a 2.500a 3.750a 1.850a 3.900a 7.250a 6.500a	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz. grains (oz. Tonquin, gr. (oz.	1.75@ 10.00@ 1.25@ 1.25@ 2.75@ 3.25@ 1.50@ 1.35@ 1.35@ 6.00@ 1.86@ 6.80@ 6.80@ 1.80@	12.00 .06½ 3.75 3.65 1.75 5.55 1.50 75 2.03½ 2.0 2.33 7.00 4.00 innal innal	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B Light Green S.F. Fast Green F.C.F. Yellow A.B.	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 10.50@ 10.50@ 3.50@ 1.00@ 3.50@ 15.00@ 15.00@ 25.00@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz.) Iso-borneol Iso-borneol Iso-borneol Iso-borneol Iso-borneol Iso-borneol Iso-borneol Iso-butyl Benzoate Iso-butyl Benzoate Iso-safrol Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone Methyl Acetophenone Methyl Benzoate Methyl Benzoate Methyl Benzoate Methyl Eugenol Methyl Eugenol Methyl Heptenone	7.00a 1.80a 1.80a 2.10a 6.00a 3.10a 2.30a 3.25a 4.00a 4.75a 4.75a 4.75a 4.50a 1.75a 3.50a 3.50a 3.50a 3.75a 1.85a 3.90a 7.25a 6.60a	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00 8.00 36.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz. grains (oz. Tonquin, gr. (oz. pods (oz. Olibanum, tears siftings	1.75@ 10.00@ 1.25@ 1.25@ 2.75@ 3.25@ 1.50@ 1.35@ 6.00@ 1.86@ 0.36@ 6.00@ 1.86@ 0.35@	3.75 3.65 1.75 5.55 1.50 .75 .03½ 20 2.33 7.00 4.00 iinal iinal	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S.	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 3.50@ 15.00@ 15.00@ 3.50@ 3.50@ 3.50@ 3.50@ 8.00@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@	RS 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal	7.00a 1.80a 1.80a 2.10a 6.00a 3.10a 2.30a 3.05a 4.00a 3.75a 4.75a 1.75a 3.25a 3.50a 3.75a 1.85a 3.75a 1.85a 3.90a 2.50a 2.50a 2.900a	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00 8.00 36.00 13.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods. (oz. grains Tonquin, gr. (oz. pods Otibanum, tears siftings Orange flowers	1.75@ 10.00@ 1.25@ 1.25@ 2.75@ 3.25@ 1.50@ 1.35@ 6.00@ 1.86@ 0.36@ 6.00@ 1.86@ 0.35@	3.75 3.65 1.75 5.55 1.50 .75 .03½ 20 2.33 7.00 4.00 iinal iinal	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S.  OIL SOLUBLE	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 3.50@ 3.50@ 15.00@ 15.00@ 3.50@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 3.50@ 6.00@	RS 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P	7.00a 1.80a 1.80a 3.10a 6.00a 3.10a 2.30a 4.00a 3.25a 4.75a 4.75a 4.50a 4.75a 4.50a 2.50a 2.50a 3.75a 3.90a 2.50a	6.00 5.50 6.00 5.50 6.00 5.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00 8.00 36.00 13.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods. (oz. grains (oz. Tonquin, gr. (oz. pods (oz. Olibanum, tears siftings Orange flowers Orange flowers Orange flower	1.75@ 10.00@ 1.25@ 2.75@ 3.25@ 1.50@ 1.35@ 1.35@ 6.60@ 1.86@ 6.80@ 6.80@ 1.80@	12.00 .063/2 3.75 3.65 1.75 .55 1.50 .75 .031/2 20 .23 7.00 4.00 imal imal	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow O.B. Naphthol Yellow S.  OIL SOLUBLE Alcannin	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 3.50@ 15.00@ 25.00@ 3.50@ 3.50@ 8.00@	RS 4.00 4.00 4.00 7.50 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (Oz.) Iso-borneol Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalool Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone Methyl Acetophenone Methyl Hoptonone Methyl Eugenol Methyl Eugenol Methyl Heptenone Methyl Heptenone Methyl Iso-eugenol Methyl Iso-eugenol Methyl Iso-eugenol Methyl Iso-eugenol Methyl Paracresol	7.00a 1.80a 1.80a 3.10a 2.10a 6.00a 3.10a 2.30a 4.75a 4.75a 4.75a 4.50a 1.75a 3.25a 4.50a 1.75a 3.25a 4.50a 2.50a 3.75a 2.50a 3.75a 2.50a 2.50a 2.50a 2.00a 2.900a 2.900a 2.900a 2.900a 2.900a	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00 9.00 13.00 7.50	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz. grains (oz. Tonquin, gr. (oz. pods (oz. Oz. Dibanum, tears siftings Orange flowers Orange flowers Orange flower (gal.)	1.75@ 10.00@ 1.25@ 2.75@ 3.25@ 3.25@ 1.50@ 5.00@ 1.35@ 6.00@ 6.80@ 3.25@ Nom Nom Nom 1.15@ 1.15@ 1.15@	12.00 .063/2 3.75 3.65 1.75 .55 1.50 .23 7.00 4.00 imal imal	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S.  OIL SOLUBLE O. Alcannin Black	6.00@ 12.00@ 12.00@ 12.00@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@	RS 4.00 4.00 4.00 7.50
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (Oz.) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Benzoate Iso-eugenol, dom. foreign Iso-safrol Linalool Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone Methyl Acetophenone Methyl Henzoate Methyl Benzoate Methyl Benzoate Methyl Benzoate Methyl Heptenone Methyl Heptenone Methyl Heptenone Methyl Heptenone Methyl Hoptenone Methyl Iso-eugenol Methyl Octine Carb. Methyl Phenylacetate	7.00(a 1.80(a 1.80(a 2.10(a 6.00(a 3.10(a 2.30(a 3.025(a 4.00(a 3.75(a 4.75(a 4.75(a 3.25(a 4.75(a 3.25(a 3.75(a 1.85(a 3.90(a 2.50(a 2.60(a 2	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00 8.00 336.00 13.00 32.00 7.50 6.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods. (oz. grains (oz. Tonquin, gr. (oz. pods (oz. oz. pods (oz. oz. oz. Olibanum, tears siftings Orange flowers Orange flowers Orange flowers Orange florentine.	1.75@ 10.00@ 1.25@ 2.75@ 3.25@ 1.50@ 1.50@ 1.35@	12.00 .063/2 3.75 3.65 1.75 1.50 .75 .031/2 .20 2.33 7.00 4.00 innal innal .35 .17 1.00	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S.  OIL SOLUBLE Alcannin Black Blue	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 6.00@ 5.00@ 5.00@	RS 4.00 4.00 7.50 00 00 7.50 00 00 00 00 00 00 00 00 00 00 00 00 0
Heliotropin, dom. foreign Hydroxycitronellal	7.00a 1.80a 1.80a 3.10a 6.00a 3.10a 2.30a 4.75a 4.75a 4.75a 4.50a 1.75a 4.50a 2.50a	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00 8.00 36.00 8.00 13.00 7.50 6.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods. (oz. grains (oz. Tonquin, gr. (oz. pods (oz. Olibanum, tears siftings Orange flowers Orange flower (gal.) Orris Root, Florentine. powdered	1.75@ 10.00@ 10.00@ 10.00@ 11.25@ 11.	12.00 .063/4 3.75 3.65 1.75 .55 1.50 .75 .031/2 .20 .23 .700 4.00 imal imal .35 .17 1.00 .30 .30 .30 .30 .30 .30 .30	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow O.B. Naphthol Yellow S.  OIL SOLUBLE Alcannin Black Blue Brown	6.00@ 12.00@ 12.00@ 12.00@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 3.50@ 15.00@ 15.00@ 20.00@ 3.50@ 8.00@ 15.00@ 3.50@ 4.00@ 4.00@	RS 4.00 4.00 4.00 7.50 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P (oz.) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalool Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone Methyl Actophenone Methyl Anthranilate foreign Methyl Enzoate Methyl Cinnamate Methyl Cinnamate Methyl Heptenone Methyl Heptine Carb. Methyl Iso-eugenol Methyl Octine Carb. Methyl Paracresol Methyl Paracresol Methyl Paracresol Methyl Palicylate Methyl Salicylate Musk Ambrette	7.00a 1.80a 1.80a 3.10a 2.10a 6.00a 3.15a 4.00a 3.25a 4.75a 4.75a 4.75a 4.50a 1.75a 4.50a 3.250a 3.75a 1.85a 7.25a 2.50a 9.00a 9.00a 4.655a 4.65a 6.50a 6.50a 6.656a 6.656a	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00 32.00 32.00 6.00 32.00 6.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz. grains (oz. Tonquin, gr. (oz. pods (oz. Oz. Dibanum, tears siftings Orange flowers Orange flowers Orange flower Orris Root, Florentine. powdered Orris Root, Verona	1.75@ 10.00@ 1.25@ 2.75@ 3.25@ 1.50@ 5.00@ 1.35@ 6.00@ 1.86@ 3.25@ 0.30@ 6.00@ 1.86@	12.00 .063/2 3.75 3.65 1.75 .55 1.50 .23 7.00 4.00 .00 .00 .00 .00 .00 .00	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S.  OIL SOLUBLE Alcannin Black Blue Brown Green	6.00@ 12.00@ 12.00@ 12.00@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 4.00@ 4.00@	RS 4.00 4.00 4.00 7.50 7.50 7.50 7.50 7.50 7.50 7.50 7
Heliotropin, dom. foreign Hydroxycitronellal	7.00(a 1.80(a 1.80(a 2.10(a 6.00(a 3.10(a 2.30(a 3.00(a 3.00(a 4.75(a 4.75(a 4.50(a 3.25(a 4.50(a 3.25(a 4.50(a 3.75(a 2.50(a 3.75(a 2.50(a 2.400(a 2.400(a 2.400(a 2.400(a 2.400(a 2.40(a 4.65(a 4.65(a 4.65(a 7.50(a 7.50	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00 8.00 5.00 8.00 8.00 8.00 9.50 9.50	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods. (oz. grains (oz. Tonquin, gr. (oz. pods (oz. Olibanum, tears siftings Orange flowers Orange flower (gal.) Orris Root, Florentine. powdered Orris Root, Verona powdered	1.75@ 10.00@ 1.25@ 2.75@ 2.75@ 3.25@ 1.50@ 1.35@ 6.50@ 1.36@ 6.00@ 3.25@ 1.36@ 3.25@ 1.36@ 4.00@ 1.50@ 4.00@ 1.50@ 4.00@ 1.50@ 4.00@	12.00 .063/2 3.75 3.65 1.75 .55 1.50 .20 .23 7.00 4.00 imal imal .35 .17 .17 .100 .301 .30	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S.  OIL SOLUBLE Alcannin Black Blue Brown Green Red	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 3.50@ 3.50@ 4.00@ 4.00@ 4.00@ 4.00@ 4.00@ 4.00@ 4.00@ 4.00@	RS 4.00 4.00 4.00 7.50 10 10 10 10 10 10 10 10 10 10 10 10 10
Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P (oz.) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalool Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone Methyl Actophenone Methyl Anthranilate foreign Methyl Enzoate Methyl Cinnamate Methyl Cinnamate Methyl Heptenone Methyl Heptine Carb. Methyl Iso-eugenol Methyl Octine Carb. Methyl Paracresol Methyl Paracresol Methyl Paracresol Methyl Palicylate Methyl Salicylate Musk Ambrette	7.00(a 1.80(a 1.80(a 2.10(a 6.00(a 3.10(a 2.30(a 3.00(a 3.00(a 4.75(a 4.75(a 4.50(a 3.25(a 4.50(a 3.25(a 4.50(a 3.75(a 2.50(a 3.75(a 2.50(a 2.400(a 2.400(a 2.400(a 2.400(a 2.400(a 2.40(a 4.65(a 4.65(a 4.65(a 7.50(a 7.50	11.00 2.00 2.35 10.00 5.50 6.00 4.50 6.00 3.75 3.00 2.25 4.35 9.00 8.00 7.50 6.00 5.00	decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods. (oz. grains (oz. Tonquin, gr. (oz. pods (oz. Olibanum, tears siftings Orange flowers Orange flower (gal.) Orris Root, Florentine. powdered Orris Root, Verona powdered	1.75@ 10.00@ 1.25@ 2.75@ 2.75@ 3.25@ 1.50@ 1.35@ 6.50@ 1.36@ 2.80@ 3.25@ 1.30@ 1.80@ 1.80@ 1.90@ 1.90@ 1.90@ 1.50@ 1.90@ 1.50@ 1.90@ 1.50@ 1.25@	12.00 .063/2 3.75 3.65 1.75 .55 1.50 .20 .23 7.00 4.00 imal imal .35 .17 .17 .100 .301 .30	Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert  CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S.  OIL SOLUBLE Alcannin Black Blue Brown Green	6.00@ 12.00@ 12.00@ 8.50@ 8.50@ 8.50@ 10.50@ 2.75@ 3.50@ 11.00@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 3.50@ 3.50@ 6.00@ 15.00@ 3.50@ 3.50@ 3.50@ 4.00@ 4.00@ 4.00@ 4.00@ 4.00@ 4.00@ 4.00@ 4.00@	RS 4.00 4.00 4.00 7.50 10 10 10 10 10 10 10 10 10 10 10 10 10

#### Vanilla Beans

(Continued from page 765)

extract manufacturers would refuse to touch. Despite the fact that these poor quality beans are not readily saleable, the fact that ample stocks of good material are also to be had has made their influence upon the market greater than it should be. The effect has been an unsatisfactory market on good quality goods and prices below levels warranted by import costs or the statistical position of vanilla in

general.

General market prices are slightly lower on Bourbons than they were a month ago. Levels on Mexican and South American beans are practically unchanged but reports of shading are current in the market. Some little early buying is reported on the part of consumers but many are reluctant to contract despite the fact that the present levels should be fairly attractive. Large quantities are not changing hands. Holders anticipate a good demand during the spring but are none too optimistic regarding the trend of the market and the course of prices.

#### Sundries

The menthol market remains in a strong position with Japanese holders reported as pooling their resources to prevent any sharp break. Considering the levels at which the primary market has been holding during the last few months, spot menthol has been very cheap and the recent stiffening of the spot levels has merely served to emphasize the differential under which importers have been working in the recent past and which has been most unsatisfactory to them. Other sundries have been only steady with no unusual demand and little change in prices.

#### Essential Oils

(Continued from page 765)

reported during the period. Spearmint has been marking time. After a long period of weakness wormseed is somewhat steadier here and distinctly firm in Maryland. Stocks there have been reduced and holders are more inclined to look upon the article as good property. No wormwood is to be found in the market and the situation in it is wholly nominal. Last prices ranged in the vicinity of \$40 per pound for very small quantities. Relief from this situation is, of course, not yet in sight.

The miscellaneous group has been featured by greater strength in sandalwood which has moved up quite sharply and by a continued strength in bois de rose and linaloe. The last named is practically off the market and seems to be almost unobtainable in Mexico. Bois de rose has had to stand the brunt of the demand for the two products and hence is in a very firm position. Citronella is in a strong position with Java oil hard to get at primary points and holders of all citronella here holding very firm ideas as to the value of the goods. Most of the other items on the list have been quiet and reasonably steady throughout the

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To Mr. and Mrs. William McClellan, Route 30, a daughter, Clarice June.

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#### Physical Examination of Citronellal

H. I. Waterman and E. B. Elsbach. (Rec. Trav. Chia Pays-Bas., 1928, 47,764.) Examined with Pulirich's refractometer, samples of Java and Ceylon citronella oil that had been kept in hermetically sealed bottles, with very little enclosed air, showed practically no change in refractive index. Placed in test tubes with free access of air for a further three months, a rise of only six units in the fourth decimal place occurred in the Java oil, but in the Cerlon oil it amounted to sixteen units in the third and fourth places. Three samples of citronellal, A, B and C, were examined. Sample A, method of preparation not known, Dispersion 155.1, ND 1.45597, sp. gr., 0.8706. Fractional distillation in high vacuum, after condensation, gave three distillates of which the lowest index was 1.4520 and lowest sp. gr. 0.8631; the product could not therefore be considered as citronellal. Sample B, stated to have been purified by bisulphite combination, ND 1.46326, sp. gr. 0.9064, dispersion 160.2. Fractional distillation improved the readings somewhat, but in this case again the lowest sp. gr. and refractive index were not such that the product could be regarded as citronellal. Sample C, index 1.44887, dispersion 151.9, sp. gr. 0.8573, stated to have been prepared from Java oil by fractionation. In this instance three distillates were practically identical in all essentials and the product satisfied the requirements for pure citronellal. It will be noted that only one in three of the commercial samples was found reasonably pure. Unlike oil of citronella, citronellal contains nothing that prevents oxidation, to which fact the unsatisfactory results may in part be attributed. The preventive effect of Moureu's method was confirmed. One portion of citronellal with 1 in 1000 hydroquinone, and one without, were kept in loosely corked vessels for three months. The treated portion was practically unchanged; the refractive index of the untreated portion rose between 2 and 3 units in the third decimal place. Similar portions, with and without hydroquinone, were also kept in sealed bottles, and during the same period neither underwent any change. The 1 in 1000 hydroquinone admixture therefore prevents oxidation as effectively as sealing, but a yellow coloration is induced. Further experimentation showed that, with free access of air, citronellal prepared by high vacuum distillation from Java oil, gives an acid reaction after some time, due to conversion of the aldehyde into citronellic acid to the extent of 8.45 per cent. Other oxidation products also form. Prevention of oxidation by the addition of geraniol was investigated by mixing citronellal with (1) geraniol fraction of citronella oil, (2) pure geraniol. After 48 days the plain citronellal showed 4.5 per cent of acid, (1) gave 1.2 per cent, and (2) 1.3 per cent. The result confirms Moureu's opinion that the auto-oxidisable substances in essential oils undergo less change in the oil than when separated; and it appears that the citronellal in citronella oil is stabilized by the presence of geraniol.-Quarterly Journal of Pharmacy.

#### 101,250 Chain Stores in the United States

The United States is a nation of stores. Estimates of the number of retail shops within the bounds of the country ranged from 500,000. It is known that there are 101,250 chain store establishments operated by 3,895 systems or companies. Almost every kind of commodity is sold by these concerns. Grocery stores operated under the chain system total 64,000. They are controlled by 860 different combinations and in number lead in the chain store field.

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#### Cooling Apparatus for Soap#

The vapor bath and cooling arrangements for soaps are mostly built in such a way that the liquid soap glides over cylinders which are heated. By this process the soap is cooled off, and this soap thus rapidly cooled, according to the explanations by Loeffl in his most recent work, turns out harder than soap cooled less rapidly with a much higher content of humidity and is capable of being finished. As a rule the soap taken from the cylinders is directed into the system of cooling cylinders by means of a carrying apron. A German patent D.R.P. 461173 has been taken out for a special machine for this purpose. The new arrangement as compared with similar mechanisms consists of an endless steel ribbon which passes over a heated and a cooled cylinder as well as through an overheated chamber. Thereby the soap mass, which is conveyed very thin, is rapidly passed through the vapor bath and cooled. According to the patent claim a steam and cooling apparatus for soaps and similar masses working without interruption is protected, which



APPARATUS FOR COOLING SOAP

consists of heated and cooled cylinders and of an endless steel ribbon fitted between these cylinders running through a heated chamber, characterized by the fact that the endless ribbon (c) runs immediately over the heated cylinder (d) and the cooled cylinder (g). The liquid soap mass is carried to the funnel (a), and is carried through the heated feeding cylinder (b) onto the endless steel ribbon (c), which runs over the two cylinders (d) and (g), where the vapor bath begins. The steaming is completed by the steel ribbon running through the chamber arranged between the cylinders (d) and (g), which is especially highly heated by the heating coil between the steel ribbon. The moist air is sucked out from the hot chamber by an exhauster at the opening (f). By the cooling cylinder (g), when the steel band runs over it the soap mass lying on it is cooled so that it becomes stiff and can be scraped off by means of a scraper (h). Then the mass is ready for a second treatment.

The advantage of this construction consists in the fact that, by the use of the endless steel ribbon, the entire steaming and cooling method is simplified and accelerated. The mechanism required for this can be built at essentially smaller cost, since thereby the various contrivances for scraping off the cylinders, the special carrying band and the cooling cylinders (in the old machine) are dispensed with.

Deut, Parf. Ztg., Vol. 14, No. 17, p. 417.

#### "Castile" Decision Appealed

Washington, February 15.—James S. Kirk & Company have appealed to the U. S. Circuit Court of Appeals for the northern district of Illinois from the order of the Federal Trade Commission, condemning the use of the label "Castile" on soap, the oil content of which does not consist entirely of olive oil, and the use of the word "Olive," without qualification, on soap, the oil content of which consists partly of olive oil. Manufacturers of pure soap are up in arms as a result of the Commission's decision, claiming that the Commission has ignored the fact that it is they who have built up in this country the public good-will that attaches to the "Castile" label.

#### Toilet Soap Protests Overruled

United States Customs Court has affirmed the collector's course in overruling certain protests by Houbigant, Inc., on toilet soap importations. The court's decision in brief is as follows:

"The collector of customs assessed certain merchandise with duty at 30 per cent ad valorem under the provisions of paragraph 82, tariff act of 1922, as toilet soap. The importer protested, claiming the merchandise to be dutiable at only 15 per cent ad valorem under the same paragraph. Two witnesses were called on the trial of the issue, one by the plaintiff and one by the Government. One testified strongly in favor of the plaintiff's contention and the other as strongly against it. Held, that the plaintiff did not evercome the presumption of regularity to which the collector's decision was entitled, and the protests were overruled."

#### Basic Factors in Fats and Oils Industry

Statistical Bulletin No. 24-S, Statistics of Fats, Oils and Oleaginous Raw Materials is a new publication by the Bureau of Agricultural Economics, U. S. Department of Agriculture, designed to meet a need for basic data on production, consumption, trade and price. Price as the determining factor in the demand for various products is pointed out by the bureau. Certain fats and oils may be interchanged, and the question of price decides which shall be used.

Charts and tables are used throughout the bulletin to give description of the various fats, oils and greases, as well as the outstanding price relationships. International trade tables show the importance of the different countries in the trade of the oleaginous raw materials and in the vegetable oils. The trade of the United States is given for several of the oils and oil products by months. Supply and distribution of the chief animal and vegetable fats for the United States are given annually for recent years as well as other statistical data.

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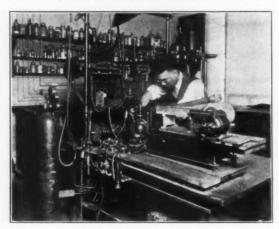
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## Soap Dust Forms Explosive Hazard

The smooth, flaky soap powder, which plays so great a part in the work of keeping the world clean, is, when suspended in air, a highly explosive substance, capable under certain conditions of causing a serious explosion, states the Department of Commerce.

Tests conducted at the Pittsburgh, Pa., Experiment Station of the United States Bureau of Mines, with soap dust in suspension produced even more violent explosions than were attained with dry coal dust, which, as is generally known, has been responsible for many violent coal mine explosions. The explosive hazard of soap dust is, of course, a serious factor only in the case of suspension of considerable amounts in air, such as might occur in the process of manufacture. Presence of this widely used cleansing medium in the family washing machine carries no hazard whatever.

The Department of Commerce, through the Bureau of Mines, is frequently called upon to determine by laboratory tests the explosibility of suspensions in air of various dusts



MACHINE FOR SOAP DUST EXPERIMENTS

encountered in mines and e'sewhere. Not all dusts which are combustible material will form explosive mixtures with air under ordinary conditions of temperature and pressure. A knowledge of the chemical composition of a dust, together with a determination of the size of the particles, often gives valuable indications. But in many cases actual explosibility tests are necessary. Although an explosion which occurred in a soap plant as early as 1890, was attributed to powdered soap, it is apparent that the hazard presented by powdered soap has not been generally appreciated. It is thought that no extensive investigation of the explosibility of powdered soaps has been made.

It is only recently that pure powdered soap has been manufactured on a large scale. The familiar "soap powder" in the past was usually a mixture of soap with a relatively large quantity of sodium carbonate. Ofter it contained large amounts of moisture and abrasive material. Even a highly combustible dust when mixed with large quanties of inert dust will not form explosive mixtures with air. Pure powdered soap, however, presents a different aspect. Pure soap is formed by combination of alkali (incombustible ma-

terial) with fatty acid (combustible material). Toilet soap may also contain a certain amount of glycerin and essential oil which, being combustible, influence the explosibility of the dust. Sodium compounds, however, are known to have a "cooling" effect on the flames of explosives. Whether the pure soap, sodium stearate for example, would form explosive suspensions with air might then be a matter for actual experiment to determine.

The soap dust tested may be considered, for all practical purposes, a pure soap. It contained no sodium carbonate, only 1 per cent of inert material, about 1 per cent free fatty acid and 2 per cent of moisture. The particles were uniform in size, averaging about 0.05 sq. mm. in cross section. A Pittsburgh coal dust, with which comparisons were made, contained no particles above 200 mesh per inch size, but contained a proportion of very fine particles.

Although the relatively large size of the particles of soap would perhaps indicate it to be not highly explosive, the explosibility tests showed that in every case more violent explosions were obtained with the soap dust than with the coal dust. Thus, more flame and heat appeared and much more pressure was produced in the explosion flask with soap dust than with an equal weight of coal dust. Moreover, not so high a weight concentration of soap dust is necessary to form an explosive mixture with air. Evidently suspensions of this soap dust become dangerous when the concentration is greater than about 0.1 gram of dust per liter. With finer dusts or more intense sources of ignition the explosibility hazards will be greater.

The precautions which should be taken to prevent explosions of soap dust are briefly: (1) eliminate the presence of dust in places where there is a possibility of its being raised into a cloud in the air; (2) eliminate all possible sources of ignition; (3) where the presence of dust cannot be avoided keep the dust mixed or covered with sufficient inert dust so that any dust cloud which may be raised will contain enough inert material to render the mixture non-explosive; (4) where none of the foregoing expedients can be adopted, in closed apparatus such as grinding machines, maintain an inert atmosphere (nitrogen, carbon dioxide, or flue gas).

With care, most ordinary sources of ignition may be eliminated. However, there is an insidious source of ignition which frequently arises due to the very presence of the dust cloud itself. Whenever the particles of most fine, dry dusts are rubbed against each other or against dry surfaces or blown by air currents, static electricity is generated. Conducting surfaces in contact with such dusts are often electrically charged to potentials of several thousand volts. Under such conditions electric sparks may pass from one conducting surface to another or to grounded parts of the equipment. These sparks of static electricity are frequently sufficient to explode dust clouds through which they pass. The additional precautions to be taken in this case are to humidify the atmosphere or provide metallic conduction in order to ground all static charges as fast as they are produced.

The results of these tests are given in Serial 2905, by David F. Smith and F. A. Hartgen, which may be obtained from the United States Bureau of Mines, Department of Commerce, Washington, D. C.

### Discoloration and Rancidity

Results of Research and Investigation in Toilet Soap Manufacture by O. E. Steuer

N an article by E. Schotte<sup>t</sup> the influence of excess of alkali as compared with the actions of metallic salts, of unsaponified fat and of oxidation is treated. These

statements are of interest inasmuch as the viewpoints of the various scientific men and specialists in the soap industry are brought

Unfortunately the preceding articles by E. Schotte, which treat of the discoloration of soaps are not accessible to me, however I agree with Mr. Schotte in this, that the causes of blotches and discoloration especially in toilet soaps are little known, and opinions on this point are far apart.

If we consider the manufacture of base soaps for the production of toilet soaps from

the standpoint that generally identical fat mixtures with insignificant variations of the proportions of the various raw materials are used, further that the quality of the tallow, coconut oil, lard, peanut oil or castor oil likewise show no appreciable variations in their compositions, it may be assumed that in most cases the work is done under identically the same relations.

The steps in the work to the finishing of the soap likewise vary but little because of the experiences and practices of many years. All the operations are carried through without difficulty by every trained soap manufacturer. Of special interest are the analytical numbers which are obtained at the various stages of the boiling process, likewise those which are shown from the final product, the dried base soap and the finished toilet soap.

I may here give some numbers from the processes to make the following intelligible.

By way of example a good finished base soap with a fatty acid content of 63% contains an amount of free caustic alkali of 0.1%. As soon as this soap has passed through the drying apparatus, and has been dried till the fatty acid is 78%, an amount of free caustic alkali of 0.4% is shown. Further boiling, other things remaining equal, showed in the dried base soap, with a fatty acid content of 78%, only 0.2% of free caustic alkali.

The analyses were carried out with neutralized absolute alcohol and N/10 acid, and were titrated at approximately the same temperatures.

Variations of this kind resulted not only in one soap factory on fifteen different occasions, but occurred also in other soap factories when the conditions of the analysis were the same, so that in this way local errors are excluded.

It may probably be assumed that a small amount of the free caustic alkali is changed into a carbonate during the air drying process and thus escapes detection. The great difference however, cannot be explained in this way. For the explanation hydrolysis must be invoked.

In every aqueous solution of fatty acid alkali, hydrolysis takes place to the extent of the concentration of the solution. A soap with fatty acid content of 63° is likewise an

aqueous soap solution, in which case it is to be observed that the solution during the final boiling was brought into the form suitable for the finished grained soap by addition of water in the form of weak salt solutions or weak lyes.

It may therefore be assumed without hesitation that in the finished grained soap one part is present as hydrolytically separated fatty acid and alkali.

In the determination of the amount of free alkali during the concentration of a soap of 63% of fatty acid content, the hydrolysis seems

to be reduced to the minimum by the alcohol necessary for the solution, and the free alkali found by titration may be considered as free alkali and alkali split off by hydrolysis. Over against this the dried soap of 78% fatty acid content is a concentrated solution of fatty acid alkali, and the alcohol necessary for the solution will depress to a minimum the hydrolysis present. This probably explains the difference between the previously mentioned 0.1% of free alkali in a 63%, and 0.4% or 0.2% of free alkali in the soap containing 78% of fatty acid.

It is assumed by me that the amount of alkali and fatty acid split off by hydrolysis is likewise present in the dried soap of 78%. In consequence of the concentration of the solution the alkali and fatty acid split off by hydrolysis probably has been proportionally enriched in quantity.

As to the form in which free separated caustic alkali and fatty acid is a matter of opinion, if it is assumed that the separated fatty acids form acid soaps and the caustic alkali which is split off exists inactive in the soaps. In practice this condition may evidently change by mechanical interaction, and the condition of equilibrium assumed in the fluid soap may no longer exist.

It is therefore easily explainable that the finished milled soap is exposed to all possible reactions, and that in consequence of the presence of foreign bodies (metals) there may result unsightly and ill-smelling reactions. These reactions may be caused by hydrolytically split off alkali, or acid soaps, which does not preclude the passing into acid combinations of the hydrolytically separated alkali with certain perfumes.

The greater the quantities of alkali and fatty acid split off by hydrolysis that have been generated, the more sensitive become the toilet soaps in the presence of the various admixtures, as well as contact with metals and air.

As long as no quick and reliable method is known which permits the determination of the hydrolytic separations during the several boiling stages, the only thing possible to do

<sup>1</sup> Soap, 1928, No. 7.

### Cold Made Toilet Soaps

Manufacture of Coconut Oil Soaps of This Character by Eugene Schuck

OLD made soaps in general may be classified as follows: (1) cold made laundry soaps, under which

and (c) strictly white laundry soaps; (2) cold made textile soaps; (3) cold made toilet soaps in which division fall soaps, (a) made from varying mixtures of animal fats and vegetable oils, (b) made from varying mixtures of vegetable oils, (c) medicinal toilet soaps made from coconut oil and containing ingredients of alleged curative value and finally, (d) toilet soaps made solely from coconut oil.

It is not the intention of the writer to elaborate on the various kinds of cold made soaps or even cold made toilet soaps, be-

cause this subject is too vast to be condensed into one single article. It is rather my intention to write about cold made toilet soaps from coconut oil, firstly, because the subject is important and exhaustive enough to be treated apart, secondly, because the technology of cold made coconut oil soaps is unique, as it will subsequently be shown, and last, because the vast bulk of cold made toilet soaps in this country and abroad is made from this oil.

This may lead to the timely question whether or not there exists to-day a general tendency either to discard the manufacture of this kind of toilet soap altogether or at least curtail its production. That there exists an unmerited prejudice against cold made soaps not alone in the minds of some of the soap manufacturers but also in the minds of the consumer, there can be no doubt. This prejudice is not unfounded, but it has only then reasonable justification if cold made soaps are manufactured thoughtlessly and unscientifically. There are a good many soaps on the market which either "take your hide off" or possess a mixed odor of rancidity and cheap perfume.

In the writers opinion there is no good reason why this class of soaps cannot with reasonable skill and knowledge be made in such a manner that they meet with the entire approval of the consumer. We have all heard at some time or other, and I believe that science somewhat assists that assertion, that cold made soaps are injurious to the skin and yet I am still looking for the person who can actually and truthfully attribute any permanent skin trouble to the use of these soaps. On the contrary, I met an otherwise very rational business man the other day who probably displayed a toilet soap, which, he assured me, cured him entirely of his skin troubles. Nay, not alone cured him, but as a matter of prevention he leaves the dry soap lather on his face over night. This soap was a cold made toilet soap. I do not, of course, assist such a violent fancy, yet there are cold made toilet soaps on the market, endorsed by physicians and surgeons and the soaps of some manufacturers have achieved national prominence.

Cold made toilet soaps admittedly have their disadvantages. From a manufacturer's standpoint they contain come soaps made, (a) with rosin, (b) without rosin, an economic waste, glycerine. Made from neutral oils or

fats these soaps may contain up to 8 per cent glycerine, which, being unsaponifiable, is a dead issue as far as yield is concerned. The claim that this percentage of glycerine in these soaps is of special benefit to the skin is of no great importance when we consider the very small amounts of glycerine imparted to the skin in highly diluted aqueous soap solu-

Another objection to the cold process toilet soaps is, that on account of their high solubility, they wash away much faster than milled toilet soaps. This is true, but they

are on the other hand so much cheaper, that the price fully counterbalances this defect.

One often hears the remark that cold made toilet soaps must be itso facto and by nature soaps containing a considerable amount of free alkali. As a matter of fact a good many soaps of this kind do contain more than their share of free alkali. Yet, that is not because they cannot be made almost neutral, but because lack of experience or knowledge or care or whatever one may call it brings about this imperfection.

Before going into detail about the actual making of these soaps, I wish to emphasize some indisputable advantages of cold process soaps. Above all their manufacturing process does not require a great outlay of money. The implements and apparatus are simple and comparatively inexpensive. The time of manufacture is considerably shorter than that of the milled toilet soaps. Made to day they can be cut, according to the quantity, within 24 to 48 hours.

Cold process soaps, if properly made, have as a rule a finer color and smoother texture, than soaps made by any other process.

Lastly they are cheaper to manufacture and can be sold cheaper than the milled soaps.

If I should attempt to give a brief working method or recipe for a cold made coconut oil soap, I would merely say: Two parts of coconut oil stirred together with one part of 38 degrees Baumé caustic soda lye at a temperature of 86 degrees F. until the mass is thick enough so that one can write upon it, is the sum total of the whole manufacturing process. Very simple, is it not? I ots of cold made toilet soap is made just this way and with no more knowledge and foresight. This explains to a great extent why there are so many inferior products on the market and indirectly why these soaps are in ill repute. Fundamentally and approximately the just mentioned formula is correct and yet there are so many more points to be considered, which are the result of underlying science, that you will agree with me at the end of this article that there is a good deal



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more to it than merely stirring together two materials under certain conditions.

Before making a batch of cold process soap let us be sure that all of the working utensils are scrupulously clean. One cannot expect a first class product from oil or lye drawn out of dirty tanks. The raw materials also should be clean and free from foreign substances. The principal raw material, coconut oil, should be as fresh from the refinery as possible. For the finer grades of toilet soaps it is well not to consider an oil which contains more than 1 per cent of free fatty acids. For the cheaper grades not more than 3 per cent of free fatty acids. The writer usually obtains a coconut oil directly from the refinery, Manilla oil of Cochin grade, which has only a fraction of 1 per cent of free fatty acids, is snow white and odorless. Under no circumstances should the soap maker employ an oil of a vellowish or grayish cast. The caustic soda, preferably electrolytically made, is dissolved if possible 2 or 3 days before use and should test 38 degrees when cool,

A certain quantity of oil is accurately weighed into the crutcher or into whatever container the soap is made in. The temperature of the oil should be about 100 degrees F, and that of the caustic soda lye about 65 degrees F. The lye is run into the oil slowly. I have a set time ratio. The lye required for instance for 100 pounds of coconut oil is run into the soap within the time limit of two minutes. If the oil is agitated by mechanical means as for instance in a kettle with shaft and paddle arrangement, the speed of the paddles should not exceed 40 R.P.M. In a regular soap crutcher of the propeller screw type the speed of the screw can be as high as 160 revolutions per minute.

Under the supposition that there is no laboratory control of raw materials at the place of manufacture and where the fat raw materials (in this case the coconut oil) are bought upon good faith, the soapmaker will, no doubt, observe varying conditions of emulsion forming when he brings together his oil and lye. At one time, for instance, he will find that the oil and lye emulsion will stay thinly fluid for a long time and that it may require from 1-3 hours agitating to bring the mass into framing condition. On the other hand he may experience quite the reverse. Immediately upon adding the caustic soda lye to the oil he will notice a thickening of the mass which gradually increases as more lye is introduced until finally after all the lye is incorporated the emulsion is so thick that it is advisible to frame immediately. The explanation of these phenomena is, of course, to the chemist very simple, but to the chemically inexperienced layman baffling. In the first instance the soapmaker used an oil with practically no free fatty acids and in the second place an oil with a high percentage of free fatty acids. Oil and lye brought together in the already described manner form an emulsion and not a total saponification as many believe. Under continuous stirring a very small part of this emulsion progresses into a union or saponification. In the same ratio as this partial saponification proceeds the emulsified mass becomes thicker. By a series of experiments and practical tests, it has been found that as soon as 3 to 5 per cent of the mass has progressed into saponification, it begins to thicken and this thickening process continues as more of the emulsion saponifies. As soon as 5 to 7 per cent of the emulsion is saponified, the soap has the proper thickness for framing. In a practical way the correct time for framing can be ascertained by attempting to write upon the mass. If one is able to make a visible impression upon the emulsified mass it is ready to go into the frames. Having these partial saponification data in mind, and knowing that fatty acids saponify almost immediately when brought into contact with caustic soda lye, we can readily come to the conclusion that if the emulsion begins to thicken upon introduction of caustic soda lye, the oil must possess a higher percentage of free fatty acids than 3 per cent. Recalling the statement that the mass is ready for framing when 5 to 7 per cent is saponified, it is easily to be seen that an oil which contains for instance 3 per cent free fatty acids will upon introduction of the lye form an emulsion with an immediate formation of 4 per cent soap and be almost ready to be framed. All this has a bearing on the appearance of the finished product. A soap made from an oil with a minimum percentage of free fatty acids has a finer texture, is smoother and better balanced than a soap made from an oil with a high percentage of free fatty acids. If that were not the case it would be an advantage to select an oil high in free fatty acids and save a lot of valuable time in stirring the emulsion.

But to go back to the manufacturing process. The oil and lye are mixed and the emulsion is still thin and far from being ready for the frame. The coloring and perfuming are now in order. The correct amount of color should be dissolved previously in hot water and filtered through a closely woven filter cloth. Some aniline colors are not as easily soluble as others and if not filtered may cause unsightly color spots in the soap. Such a soap is of course imperfect and hardly saleable. The perfume which follows next should be stable and of such a nature that neither alkali nor heat will influence it. The point when stirring or crutching should be discontinued requires a little experience. The soap should not go into the frames too thin. That would influence the subsequent self heating process in the the frame. Neither should it be too thick because that would accelerate the self heating process too much. In the latter case I have often observed a partial dissociation of the emulsion. To be able to write with a visible impression upon the surface of the mass seems to be the right moment to frame it.

The old method of using wooden frames for unfilled cold made toilet soaps is in my opinion the right one. Iron frames should be wrapped up with a non-heat conducting material. Moderately filled soaps need only be wrapped lightly and highly filled soaps need not be covered at all. The self heating process of the emulsion in the frames of unfilled soaps proceeds slowly and the degree of heat developed depends a good deal upon whether iron or wooden frames are used and also on the temperatures of the oil and lye.

The idea of enveloping the frames with a non-heat conducting material is in a scientific sense so sound that I cannot understand why so many soap manufacturers run their emulsions into uncovered iron frames and then expect to get a uniformly textured soap. The emulsified mass undergoes a self heating process in the frames. The mass reaches a temperature of 170-184 degrees F. The self heating process culminates in the center of the frame, spreading gradually towards the sides, top and bottom. The mass saponifies itself. Upon reaching the highest point in temperature, the now formed soap will maintain this degree of heat for a short time and then gradually cool off, or, being a salt, crystallize. This crystallization process proceeds naturally

in the opposite direction. The sides, too and bottom, if exposed to the outside temperature, cool off very rapidly while the inside of the soap block remains hot and liquid. One will notice upon cutting a frame of soap, which has not been kept thoroughly warm, that the top, sides and bottom are comparatively smooth and without "grain" while the inside of the frame shows a pronounced and undesirable "grain." This grain, which consists of two different fatty acid salt formations, namely sodium stearate and sodium oleate, appears visibly in mixed strata of the two salts. In the middle of the block these two fatty acid salts have plenty of time to crystallize and in such pronounced shapes that they become visible to the eye. On the sides, top and bottom, however, the outside air cools off the unprotected surfaces so rapidly that these crystals have not sufficient time to form in such large proportions. They remain therefore so small that the mixed strata of the two salts cannot be detected with the naked eye and as a consequence the surface of the soap appears of uniform texture. By enveloping the frames with a non-heat conducting material or even going so far as putting the frames into a uniformly heated room, the crystallization proceeds slowly and evenly, and when cut, the soap will show practically the same texture through the whole frame.

I spoke at the beginning of my article about the fallacious idea of a good many soap manufacturers that cold made soaps must necessarily possess a considerable amount of free alkali. As a matter of fact these soaps can be made so that they contain not more than 0.1 per cent of free alkali. I have repeatedly obtained almost neutral soaps. E. T. Webb in his book "Soap and Glycerine Manufacture" stresses this point on page 116. Dr. J. Davidsohn, another authority on soaps, comes to the same conclusion in one of his articles on "Superfatted Cold Made Soaps." Let us consider for a moment the technology of saponification as it concerns cold process soaps from coconut oil. The saponification number of coconut oil is approximately 255.0. Caustic soda lye of a density of 38 degrees Baumé and made from electrolytic caustic soda will show a percentage of sodium hydroxide (NaOH) of 31.8. We know that if the saponification number of the oil is 255.0 it means that 100 parts of coconut oil need 25.5 parts of potassium hydroxide (KOH) for complete saponification. In order to find the equivalent amount of caustic soda (NaOH) necessary for saponification we use the following equation:

Again we know that 100 parts of 38 degrees Baumé caustic soda lye contain 31.8 parts of caustic soda which leads to the following equation:

$$31.8 : 100 = 18.2 : x$$
  
  $x = 57.2 \text{ parts.}$ 

In other words 100 parts of coconut oil would need 57.2 parts of caustic soda lye 38 degrees Baumé strong for complete saponification. By using these proportions we obtain a soap which is almost, neutral. Yet, such a soap is very brittle, has a rough texture and though neutral has a disagreable effect upon the skin. I have made experiments with various oil mixtures of coconut oil and castor oil and obtained soaps of fine texture and without causing any irritating effect upon the skin. Dr. Davidsohn recommends several processes of "Superfatting" and of the superfatting material he employs 5 per cent per 100 parts of coconut oil.

The resulting soaps are said to be of fine texture, possess good lathering qualities and keep like milled toilet soaps.

In ordinary factory practise, prevalent in this country, no attention has been and is not now paid to the complex saponification of the coconut oil when making cold pross soaps. It must be borne in mind that I said "in ordinary factory practice." I do not doubt that experiments have been made and are still being made along these lines. Discregarding for the moment the idea of "superfatting," the attempt of completely saponifying the coconut oil would produce a soap which may be called an anomaly. It would certainly be neutral but nevertheless produce a sharp biting sensation on the skin. Just what agents cause they phenomena has not yet been definitely determined.

To come back again to our present day method of making cold process toilet soaps from coconut oil. While it is necessary to employ 57.2 parts of 38 degrees Baumé caustic soda lye for the complete saponification of 100 parts of coonut oil, we actually use only 50 parts of caustic soda lye of the same strength per 100 parts of oil. Therefore about 15 per cent of the coconut oil remains unsaponified. However it is not to be supposed that this 50 per cent of unsaponified oil remains in the soap as neutral oil but undergoes a sort of splitting up process during the emulsifying and saponification processes. As a consequence we have even in the best made cold process soaps the following composition:

Anhydrous soap Neutral coconut oil Coconut oil fatty acids Glycerine Water.

It is reasonable to suppose that such a composition cannot stand the test of time. It depends entirely upon the skill and care with which the soap has been made how long it will remain free from rancidity. A skillfully made coll process soap may keep for over one year without getting rancid and this period is, I believe, a sufficiently long time for storage, sale and consumption.

I shall touch once more upon the term and practise of superfatting cold made toilet soaps. "Soap fatting" is hardly a good term as every soap which is made according to the proportions of 100 parts of coconut oil and 50 parts of 38 degrees Baumé lye is in fact a superfatted soap, or account of the considerable amount of oil remaining unsaponified in the soap. Nor can this idea of superfatting serve the purpose of making these soaps any less alkaline as the superfatting materials themselves are either hard to saponify or altogether unsaponifiable. They merely serve the purpose of imparting to the finished soap the finer gloss and texture of a milled toilet soap. That they, incidentally mentioned, retard the lathering qualities of the soap is rather an advantage than a detriment, because by making the soaps less soluble, they become more economical in use.

The more expensive soaps are as a rule superfatted with a refined wool fat, adeps lanae. For colored toilet soaps one may easily employ up to 6 per cen' of wool fat per 100 parts of coconut oil. For white soaps, of course, a considerably smaller amount should be used so as not to discolor the soap. Other superfatting agents are certain waxes, like ceresin, Japan wax and paraffine.

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(To be continued)

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#### New Fatty Acid in Fish Oil

H. Marcelet. (Compt. Rend., 1928, 187, 145.) The oil examined was that of Dorsoma nasus, Bloch. A number of saturated fatty acids were separated by means of lead salts and fractional crystallization in alcohol. In addition to palmitic and stearic acids, meiting at 62.5° C. and 69.5° C.. a relatively large amount of a presumed acid, melting at 55° C., and a small quantity melting at 46°-47° C. were obtained. These latter have not so far been found in animal oils. The portion melting at 55° C. was repeatedly crystallized in alcohol and fractionated by Heintz's method with harium acetate; the melting point remained invariable at 55°C. The substance occurs in tufts of white acidular crystals, slightly soluble in cold and very soluble in hot alcohol, from which it separates on cooling; soluble in chloroform, ether and benzene. Analysis gave the formula C1HaO2, and neutralization with barium and lead bases confirmed this result. The substance is therefore a well defined fatty acid, and not a mixture, and the author proposes the name of dorsomic acid. The formula resembles that of daturic acid found by Gérard in the seeds of Datura Stromonium.-Quarterly Jour. of Pharmacy.

#### Simplified Determination of Cresol Soap Preparations

G. Kogan (Pharm. Zentr., 1928, 69, 536—537).—The alkali salts of the fatty acids are converted into the barium salts in presence of ether, which dissolves the cresols and hydrocarbons. If the proportion of hydrocarbons present is sufficient to make the aqueous liquor milky, the ethereal solution after separation of the barium salts of the fatty acids is shaken with sodium hydroxide solution, and the cresols so removed are precipitated by acid, extracted with ether, and dried and weighed in the usual manner.

#### Discoloration and Rancidity

(Continued from page 771)

is to minimize in a purely empirical way the hydrolytic separations during the boiling process, and to try to avoid them entirely.

Even during the saponification of the fatty mass, which needs to take place in a homogeneous system in order to secure a good saponification, separations take place even in the presence of an excess of 0.5% of caustic alkali. I was able to show that, with a concentration of the soap mass of 53% of fatty acid content with 0.4% of free caustic alkali, the hydrolysis was least strong. It is interesting in this connection that, if this homogeneous system is for some time kept at the boiling point with steam, the hydrolysis continues. The salting out of the soap paste by means of lye, I consider absolutely necessary, and this the more so since on account of the great excess of free alkali the chemical actions are suspended. The hydrolysis in this case is only temporarily suspended, and may recur without trouble on further operations, especially if the work is continued with weak solutions.

As previously observed, the preparation of soaps is a purely empirical process, in which the smallest possible quantities of hydrolytically separated alkali and fatty acid are present, and by studying the above discussion many a practical worker will find means and ways to reach this end.

It is this discoloration and rancidity of toilet soaps which occasionally causes great damage in the toilet soap industry, and it would be a grateful service if science would investigate with great detail the above described observations.

#### Features of Soap Materials Market

(Continued from Next Page)

Summer to see to what extent this trade and the manufacturers of pharmaceuticals (such as cough remedies and skin lotions) are going to renew their purchases. Therefore, it looks as if a price level had been reached, at which the market will be stabilized, during the coming six months, unless some extraordinary factors appear, such as a new tariff, or a greatly increased demand, caused by the building of a new Nicaraguan Canal.

S. L. PARSONS.

#### INDUSTRIAL CHEMICALS

The market for alkalis has been quite steady with reports indicating that January and February quotas against standing contracts have been well taken up. The market on spot has also been fairly active and the soap trade has been a steady purchaser in small to moderate quantities. Many of the large producers are, of course, tied up on contract for the year and their inquiries do not come into the regular market. Prices have been well sustained throughout the month and little shading even on so-called "outside brands" has been in evidence. Export trade has also been fair and at good prices. Caustic potash is also moving well at steady prices and little change in this group is to be expected.

#### Other Soap Materials

The rosin market has been more or less irregular. Fairly heavy receipts considering the time of year have been the rule and with demand more or less irregular, some sagging in prices was to be expected. At the same time the inquiry in the aggregate has been sufficient to maintain some degree of steadiness and the market has not suffered very much. Greater receipts next month are expected in most quarters to be balanced by export demand which is said to be opening up very well. Other materials listed have been dull with no change in prices of any consequence.

#### Analysis of Glycerine by the Acetin Method

O. Berth (Chem.-Ztg., 1928, 52, 597—598, 619—620).— The international standard acetin method for the analysis of commercial glycerine yields slightly (0.2—0.3%) high results owing to the presence of carbon dioxide in the alkali used and to absorption of that gas from the air. To obviate these errors the standardization of the alkali against the acid should be carried out under exactly the same conditions as the analysis, except that no glycerine is used, i.e., the acetic anhydride and sodium acetate are boiled together with water, the solution is neutralized to phenolphthalein with sodium hydroxide, a further 50 cc. are added in excess, and, finally, the mixture is titrated with N-hydrochloric acid. This value is used in calculating the results.—British Chemical Abstracts.

#### Behavior of Fats and Oils in Ultra-Violet Light

M. Haitinger, H. Jörg, and V. Reich (Z. angew. Chem., 1928, 41, 815—819).—The fluorescence colors under ultra-violet light of several oils and fats, pure and in solution, are recorded, with reference to the detection of adulterants in butter, lard, cacao butter, olive oil, etc. A characteristic zoned fluorescence is noted when filter paper partially immersed in oil or oil solution is saturated by capillary rise of the liquid.—British Chemical Abstracts.

#### MARKET REVIEW ON TALLOW, ETC.

#### TALLOW

On the insistence of agricultural interests a duty on most imported fats and oils appears fairly certain to be imposed by Congress at an early date. This has undoubtedly had much to do with the volume buying of fats by soapmakers during the past three weeks. Their movement to cover on raw fats has extended itself to future deliveries more than is the wont and has been particularly heavy in the Middle West. It is estimated that five to six million pounds of tallow and grease have been booked for this section.

The New York City Extra tallow market is firm, the last official sale price being recorded at 9½c per pound loose f. o. b. seller's plant. Although a sale at 9½c per pound is rumored, it has not been openly confirmed. At this writing 9½c is the asking price. However, on a bid a small quantity might be purchased at 9½c f. o. b. seller's plant. Activity in this center has been greatly retarded by the dearth of offerings. Fancy tallow has been purchased at 9½c loose seller's plant.

Greases still maintain their firm hold as shown by last sales of best quality house grease at 87%c per pound loose f. o. b. seller's plant; brown grease at 85%c to 83%c; yellow grease is quoted at 87%c to 9c.

The buying activity in the Middle West area has lifted Prime Packers' grade of tallow to 9½c per pound Chicago; 40-40 stock is at the disproportionate level of 8½c Chicago. Sales of choice white all-hog grease have taken place at 9½c Chicago in tank cars.

#### VEGETABLE OILS

There has been some lively trading in vegetable oils during the past few weeks and the market at this writing is steady to strong. Activity in coconut oil since our last review has been very heavy but the price of this material remains unchanged at 7%c. lb. f. o. b. Pacific Coast and 8½c. lb. New York in sellers tank cars through to June, there apparently being sufficient copra and oil here and in the Philippines. The market, however, is quite strong at these levels.

Crude cottonseed oil has experienced a sharp upward move recently, throughout the entire South and seems to be in a strong position with the demand from consumers rather heavy. This has been followed by an advance in price in crude corn oil which is not very plentiful for nearby delivery.

Stocks of palm oils here remain small and during the past two weeks or so the European market has been firmer, brought about largely by purchases and demand from soap makers here, mostly for forward shipments. Olive oil foots have been in fair demand for nearby deliveries but quantities available are small, the price remaining in the neighborhood of 11c. lb. New York. New crop foots for February forward shipment from Europe have been selling at 10 to 101/sc. lb. New York, but trading is not on a large scale.

Soap stocks, either 50% or 98% basis are still in good demand from soap manufacturers and all grades, including corn, peanut, cottonseed and coconut are in a strong position.

A. H. HORNER.

#### GLYCERINE

Since our last report, there has been no change in prefor chemically pure glycerine, and refiners are still tries to obtain 15½c. per lb., in bulk, but in general are quotien 15c. and undoubtedly have had to shade this figure slights in order to secure business of any size. The ordinary bure, on a large scale, is willing to pay this price, which he considers the fair market value, as otherwise a marked declar would cause less crude glycerine to be available, and, therefore, there would not be the quantity of refined on had to suit his needs.

We have gone through another very mild Winter a practically all parts of the country, and while the antifereze compounds, in which glycerine was a promount factor, have been more popular, due to the advertising capaign, still the sale of all such preventatives has been such a small scale that we will have to wait until enterties.

(Continued on Preceding Page)

## SOAP MATERIALS Tallow and Grease

Tallow, New York, Extra 91/4c. Edible, New York, 97/4c, Yellow Grease, New York, 83/4c. White Grease, New York, 85/4/2 10c.

Rosin, New York, February 15, 1929:	
Common to good 8.75 I	
D 8.90 K	9.75
E 9.25 M	10.00
F 9.45 N	10.45
G 9.50 W.G	
H 9.55 W.W	12.45
Starch, pearl, per 100 lbs \$3.72 @	
Starch, powdered, per 100 lbs 3.82 @	
Stearic acid, single pressed, per lb171/4@	.18
Stearic acid, double pressed, per lb18 @	.18%
Stearic acid, triple pressed, per lb20 @	20%
Glycerine, C. P., per lb	.17
Dynamite	.13
Soap, lye, crude 80 per cent, loose per lb07½@	.08
Saponification, per lb	.081/4
Daponineation, per to,	
Oils	

Oils	
Coconut, edible, per lb	.10 @ .10¼ .095%@ .09%
Palm Lagos, per lb. Palm Niger, per lb. Palm kernel, per lb.	.09½@ .08½ .08½@ .08¼ .09¼@ .09¼
Cotton, crude, per lb., f. o. b., Mill Cotton, refined, per lb., New York Soya Bean, per lb Corn, crude, per lb.	.083/8@ .101/8@ .131/4@ .131/2 .101/2@ Nom.
Castor, No. 1, per lb	.13¼@ .13¼
Peanut, crude, per 1b	.12 @ Nom. .13½@ Nom.
Olive, denatured, per gal	1.35 @ 1.90 .11½@ .12

Peanut, refined, per lb.  Olive, denatured, per gal.  Olive foots, prime green, per lb.	1.35 @ 1.90 .11½@ .12	
Chemicals		
Soda ash, 58 per cent, per 100 lbs Soda Caustic, 76 per cent, 100 lbs	1.37 @ 1.72 2.90 @ 3.00	
Potash, Caustic 88@92 per cent, per lb. N. Y. Salt, common, fine per ton	.07½@ .07¾ 15.00 @24.00	
Sulphuric acid, 60 degrees, per ton Sulphuric acid, 66 degrees, per ton	11.00 @12.50 15.50 @16.50	
Borax, crystals, per lb	.03 @ .03 .023/4@ .03	
Zinc, oxide, American, lead free, per lb	.061/2@ .06	

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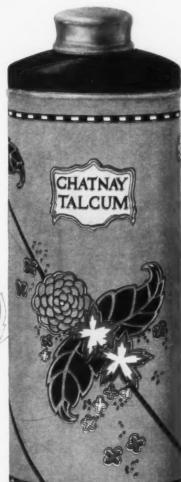
# American Perfumer and Essential Oil Review

ERFUMER PUB. CO. NEW YORK

FEBRUARY NINETEEN

TWENTY-NINE











See also page 9



## HYPERESSENCE OAK MOSS

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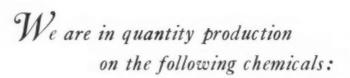
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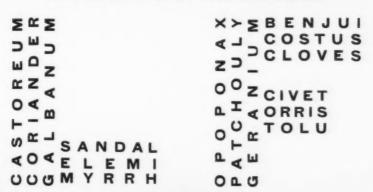
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Founded 1889, by Alois von Isakovics

Monticello, New York, U. S. A.







Our success along these lines prompted further research to enhance the flowery fragrance of Aromol-Synfleur when this was intended for very fine toilet articles and our endeavors were recompensed with Aromol-I-Synfleur. The antiseptic and medicinal efficiency of the two items is practically the same. Aromol-Synfleur however, may be used for all purposes while Aromol-I-Synfleur is limited to toilet articles and should not be used for flavors---such as tooth preparations, etc. There is no excuse today for making a medicinal and antiseptic cosmetic or toilet article with a disagreeable medicinal odor or taste which the public will not take kindly to. Consult Synfleur for particulars.

#### AROMOL-SYNFLEUR STANDARD ANTISEPTIC TEST

In a scientific investigation recently undertaken at our request, by one of the foremost bacteriologists, samples of Aromol-Synfleur were submitted to the standard antiseptic test against the organism Staphylococcus Pyogenes Aureus, incubating a series of twelve samples for 48 hours at 37 degrees C. in standard beef extract broth. In this test it was shown that a solution of Aromol-Synfleur, 1 to 6,000 compared in medicinal or antiseptic value with a solution of Phenol or pure Carbolic Acid Crystals, 1 to 800; thereby showing a Phenol antiseptic coefficient of 7.5.

## AROMOL-SYNFLEUR HYGIENIC LABORATORY GERMICIDAL TEST

In another test made by the same scientist, the official Hygienic Laboratory method, or the official Washington germicidal test, against the organism B. Typhosus (Hopkins) in standard beef extract broth was used on a series of twelve samples. This test proved Aromol-Synfleur to have a germicidal Hygienic Laboratory Phenol coefficient of 3.4+. This is the most exacting method known to science and clearly proves the value of Aromol-Synfleur, when it is shown to even destroy the germs of typhoid fever.



Synfleur Scientific Caboratories. Inc.

Founded 1889, by Alois von Isakovics

Monticello, New York, U. S. H.





# It may not be leap year . . Yet women will choose

ILL they choose what you have to offer? Yes—if you offer what they wish! And what do women wish? They wish to find your talcum in a package as fresh and lovely in appearance as your product itself. They wish to have a package as inviting as the powder's subtle fragrance.

What woman would not delight in the beauty of one of Canco's lithographed containers—curved to fit her dainty hands—colorful to take its place among her toilet treasures?

An interview—without obligation—with a Canco representative, might yield invaluable suggestions for the better packing of your powder.

American Can Company

CANCO

HITTH HITTHEATH



# OIL VETIVERT INDIAN

GENUINE Indian Vetivert Oil has a definite and important function in many perfume compositions and the same effect is not obtained by inferior grades of so-called Indian Vetivert distilled wholly or in part from the Java root. Such oils have their sphere of usefulness but they are not satisfactory substitutes in the finer perfumes for genuine Indian oil.

Our Hugues Aine (Charabot & Co.) brand of Vetivert Oil, distilled from selected Indian root and thoroughly aged after distillation, meets all the requirements of the most exacting perfumer as regards the richness and fullness of its odor note. Most important of all, it gives in the finished perfume the resultant which the perfumer has a right to expect. In the essential element of value it is unsurpassable.

"Our Quality is Always
Higher Than Our Price"

UNGERER & CO.
NEW YORK



NLY seven years and we will have rounded out a century in business—one hundred years of progress during which we have grown with the industries we serve—one hundred years of whole hearted service without which no institution can live and grow. Few companies in the United States have existed that long. Those that have are distinguished by the quality of the products they offer and complete, interested, helpful service.

A. H. WIRZ, INC.

Collapsible Tubes

Metal Sprinkler Tops

Established 1836

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NEW YORK OFFICE 30 East 42nd Street Phone: Murray Hill 3447 CHESTER, PA.

CHICAGO OFFICE Railway Exchange Bldg. Jackson & Michigan Phone: Harrison 3015-3016 Incorporated 1914

CALIFORNIA OFFICE 1231 E. 7th Street Lcs Angeles 

## The Highest Quality Natural Floral Products

## Essence Jasmin N. P.:

The true, complete, rounded fragrance of the fresh

#### Civette N. P.:

This new product is much greater in strength than the ordinary Absolute. It is entirely free from any foreign substance; therefore, always uniform and true

Completely soluble in alcohol at any temperature, and requires no aging.

#### Ylang S. I. S.:

Always uniform in quality and strength. It is superior in odor value to any brand of this oil, regardless of origin. Its fine odor is particularly well suited for high class perfumes and toilet preparations.

Does not precipitate in alcoholic solutions, as all odoriferous bodies present in the oil are completely dissolved. This also eliminates, to a great extent, the cloudy appearance so pronounced in solutions of the ordinary Manila and Bourbon Ylang.

# ROURE-BERTRAND FILS

LARAGNE

GRASSE

**BOUFARIK** 

Exclusive Representative in the United States and Canada

GEORGE SILVER IMPORT COMPANY 461-463 FOURTH AVENUE **NEW YORK** 

Phone: Ashland 2324

1929

TRADE





Interior of One of Our Lavender Distilleries at Laragne, in the Hautes Alpes

## LAVENDER

DISTILLED by us at our own factory in LARAGNE (Hautes Alpes) or for our account under our personal supervision in the heart of the lavender district.

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GEORGE SILVER IMPORT COMPANY 461-463 FOURTH AVENUE **NEW YORK** 

Phone: Ashland 2324





For Your Compositions:

GARDENIA Special J.D.

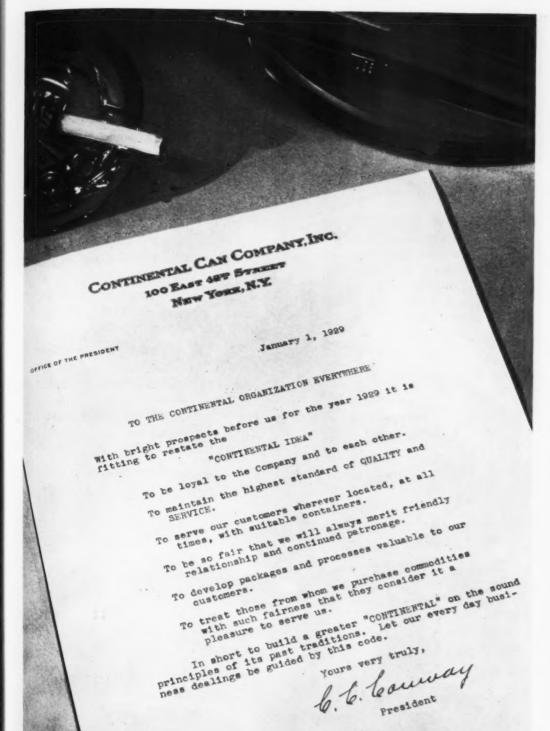
A very interesting base. Its odor resembles closely that of the Gardenia flower which is very popular at present.

PHIXIA RHODINOL J. D. GERANIOL VIOLETTE 100%

JUSTIN DUPONT

ARGENTEUIL (France)

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# The Demand is for Higher Quality Face Powder

# What We Can Supply:

Rouges
Lip Sticks
Compacts
Creams
Lotions
Face Powder
Hair Tonics
Pomade



WOMEN are demanding higher quality toiletries. This is especially true of face powder.

Women want fine, fluffy powder that dusts off the puff readily.

They want lightness and at the same time covering power and adherent properties. And in addition they want delicate, natural coloring.

We are specialists in the manufacture of highest quality face powders and are prepared to furnish it in any tints and perfumed as you desire. In bulk or in complete packages under your own name and brand—and at most attractive prices.

Write for samples and full information.

Write for the new 1929 Trece Sampler—it will help you to select the latest vanities for your new offerings.

THE TRECE LABORATORIES
130 Willis Avenue New York City

Western Representative: M. SCHLESINGER :: 59 W. Austin Ave.. Chicago. Ill.

# Bruno Court, S. A.

Grasse, France Established 1812

ers

# Jasmin Concrete F Tuberose Concrete F

ADE by the only process that permits of the extraction of the complete fragrance of the flowers. The advantages of using an oil that makes the odor of a flower available in its entirety are obvious.

Exclusive American Agents





# Haarmann & Reimer

Holzminden, Germany



ero

## Orange Ketone H & R

#### Haarmann & Reimer Specialties

Ambrenol H & R
Bouvardia H & R
Cassie Blossom H & R
Cattleya Blossom H & R
Cyclamen H & R
Heliotrope Blossom
Hyacinth Blossom
Jasminal Extra H & R
Jasminal No. 100 H & R
(Jasmin Aldehyde)

Jasminal S
Jasmin H & R, ess. art.
Lilac Blossom H & R
Lily of the Valley H & R
Lily of the Valley Special
Mignonette Blossom
Narcissus H & R
Rose Red H & R
Stock H & R
Sweet Pea Blossom
Sweet Pea Special H & R
Wallflower Blossom
Ylang-Ylang ess. art.

Samples sent gladly upon request.

RANGE KETONE H & R is a crystaline body having the delightful fragrance of fresh Orange blossoms. Being one of the few bodies of an Orange character that, in addition to its perfuming properties, has fixative properties as well, it has an exceptionally wide range of application.

Due to its so-called "high" note, Orange Ketone H & R can be used with excellent results in Narcissus, Jasmin, Orange Blossom, and Bouquet compositions as a means of livening them up. It is particularly applicable to Eau de Colognes. Since it does not cause discoloration, Orange Ketone H & R can be used freely in powders and creams, as well as in all other types of toilet preparations.

Its many interesting characteristics make Orange Ketone H & R well worth close and careful examination. A generous working sample will be sent promptly upon request and without charge.

#### Haarmann & Reimer Synthetics

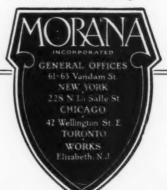
Ambrenol H & R Ambrettin Ambrettolid F10 Aldehyde Cinnamic Aldehyde Decylic 18% Aldehyde Nonylic 10% Aldehyde Octylic 18% Aldehyde Phenylacetic 100% Anethol **Bourbonal** Bromstyrol Citronellol R Coumarin Diphenyl Oxide Eugenol Heliotropin Hydroxycitronellal i-Jasmon 10% Methyl Anthranilate Muskarol Orange Ketone H&R Phenyl Acetic Acid Vanillin C. P., H&R

Samples sent gladly

upon request.

0

Exclusive American Agents



## Christo Christoff

Kazanlik, Bulgaria

## Otto of Rose CXC

As a result of the adverse conditions that affected the Bulgarian Rose plantations last year stocks of Otto of Rose are low and prices high. In the light of this condition, quality, always an influential factor, becomes increasingly important in the buying of Otto of Rose.

For years, the leading American and foreign perfumers have pinned their faith to Christo Christoff's Otto of Rose CXC. Year after year, this fine brand, with its unvarying high quality, its uniformly maintained integrity, has contributed towards the prestige of the products in which it has been included. Christoff's Otto of Rose CXC holds its friends with a bulldog-like tenacity.

10%

& R

ladly

From the standpoint of quantity, the dollar will, for the time being, buy less of Christoff's Otto of Rose CXC than here-tofore. From the standpoint of quality, however, the purchasing value of the dollar has suffered no depreciation what-soever. This becomes apparent immediately upon comparing the quality of Christoff's 1928 crop Otto of Rose CXC with that of previous years.

## Citrella

The New Perfuming Medium

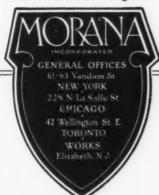
Do you use Citronella oils? If you do, you can now replace them with Citrella at a decided saving, yet without depreciating the quality of the products in which you are using them.

Citrella, the new perfuming medium, is from two to three times stronger than the Citronella oils. Its odor is of the Citronella type, with an added note of pungent and penetrating freshness. It costs less to buy than Citronella and still less to use.

Citrella was developed primarily for soaps, in which it is being used to a rapidly increasing extent. Its use quickly spread, manufacturers of sprays, disinfectants, germicides, etc., for instance, finding Citrella to be an ideal medium for overcoming the repellant odors of their products, thereby removing a sales handicap of no inconsiderable proportions.

We will gladly send you, without charge or obligation, sufficient Citrella for a trial batch, in order that you may acquaint yourself at first hand with the merits of this new perfuming medium.

Exclusive American Agents



# *Irines*

## An Important Group of Morana-made Products

HE American manufacture of the synthetic Violet bodies that are commonly called Ionones, the name originally given them by their inventors and first manufacturers, Haarmann & Reimer, and which are sold by us under the trade name of Irines, is conducted by but a limited number of houses. Of these, we have the largest output. This is a convincing indication of our facilities for quantity production and of the recognition by users of the high quality of our Irines.

Methyl Irine—This product has proven itself to be exceptionally useful as a means of introducing a new and distinctive note in toilet soaps. It is also being widely used in face powder compositions of the French type. Despite its high quality Methyl Irine is sold at a lower price than that usually quoted for other synthetic Violet bodies of equal quality.

Alpha Methyl Irine—Where an especially sweet Violet note is required in a perfume composition, particularly in compositions of the Oriental and French types, Alpha Methyl Irine can be used to the utmost advantage. It imparts the interesting new note that characterizes the latest imported odor creations.

Irine Extra Pure—The low price of this product makes it available for powders, soaps, and all other toilet articles in which a fine, but inexpensive, synthetic Violet body must be used. Irine Extra Pure is an absolutely pure product of the same high quality that characterizes the Alpha and Beta synthetic Violets.

#### Samples

Generous working samples of the foregoing products will be sent promptly upon request and without charge.



# BOND TUBES

# Large Scale Production Enables Us to Offer You—

- -Highly trained skill in the design of attractive tubes for any particular purpose.
- -Broad experience in manufacturing tubes of uniform thickness, strength and size.
- —Real economies made possible by low overhead and the use of the most modern labor saving machinery.
- —Genuine Service in the delivery of clean, well made tubes on time.



BOND MANUFACTURING CORPORATION WILMINGTON, DEL.

New York Office: L. H. Brodrick, 475 Fifth Ave. (Fifth Ave. at 41st St.) Phone: Caledonia 4867



# Protethyl

**Protethyl** is a scientific synthesis of the flavor and aroma value imparted by the finest Bourbon Vanilla Beans.

**Protethyl** is 4 times the strength of Vanillin, and therefore more economical for use.

Protethyl is particularly adapted for the manufacture of high grade Flavoring Extracts and other food products, as well as for Perfumery purposes. In the last mentioned case, that of Perfumery, it is of particular advantage because of its sweeter aroma and lesser tendency to discolor the finished product in which it is used.

We will be pleased to send you sample of **Protethyl** and any further information you may desire, on request.

# FLORASYNTH LABORATORIES, INC.



1513-1533 Olmstead Avenue New York, N. Y.





# ANNOUNCING LACTONIA

a new masterpiece of the

A. MASCHMEIJER, JR. Laboratories, Amsterdam, Holland

This epochal novelty is the reward of years of strenuous research work for something that the creative perfumer longed and sought . . . yet could not find on the market.

#### LACTONIA

is an aromatic body of an ORIGINAL UNIQUE NOTE, having that desirable rounded-off fragrance, reminding one of that elusive, so-called "Boudoir Scent," found only in a few of the highest class Parisian masterperfume creations.

LACTONIA can be used in all forms of perfumes, powders, creams, etc. It is of unequalled tenacity. If you are desirous of building up Entirely New Perfumes. we strongly recommend that you give LACTONIA a test, because it is something different.

Sample and quotation available upon request

#### J. & E. SOZIO

GRASSE, FRANCE

Natural Floral Absolutes, Concretes Pomades, etc.

Of high odor value and purity. Made by the most

## W. H. HOBBS & CO., Ltd.

LONDON, ENGLAND

Distillers and Importers of Pure Essential Oils

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Design Patented

Frosted and polished. One ounce No. 259. Cut and Frosted Stopper No. 109.

> Colored bottles are now meeting with the hearty approval of the public. We have therefore given much study to this department and can reproduce practically all known shades.

> The installation of full automatic machines enables us to supply the demands of manufacturers requiring bottles for chain stores.

We solicit your inquiries.

OUR line of stock bottles with tight short necks, simply but attractively decorated and polished by machinery, meet the needs of manufacturers for beautiful, distinctive glassware at a surprisingly low cost.

For, into this age of mechanical enterprise we carry the spirit of hand craftsmanship into every detail of our production. This is why we mould finer and more exquisite bottles.

# SWINDELL BROTHERS

ESTABLISHED 1873

BALTIMORE, MARYLAND NEW YORK OFFICE—200 FIFTH AVENUE

# PHENYLACETALDEHYDE

PURE

8

THE name of Polak & Schwarz is so closely identified with this delicate product that we hardly need to draw attention to its merits. Every perfumer who tries it but *once*, will freely admit that he cannot find another product on the market of equal quality.

We guarantee the aldehyde content, and through fresh weekly supplies, we deliver *regularly* a product that has not deteriorated through long storage.

# POLAK & SCHWARZ LTD.

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Exclusive Agents for United States and Canada

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Cable Address: "Esencias." New York

Telephone: Watkins 5615-5616-5617

Representatives of Wangler-Budd Co., Inc.:

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A. C. DRURY & CO.
106 East Austin Ave.

Telephone: Superior 3174

St. Paul Office O'BRIEN & BUSHNELL 2694 University Ave.

Telephone; Midway 4007

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Telephone: Main 7712



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# tariff tariff TARIFF!

on Lanoline, U.S.P.

At the tariff hearing before the Ways and Means Committee at Washington on January 8, the Domestic Producers have asked for an increase in duty from

## lc to 8c per pound

The previous increase in the last tariff was from  $\frac{1}{2}c$  to 1c per pound or 100%. A request is now made for

## a 700% increase

Will your product be able to stand this advance? Will you be able to pass on your increased cost to your consumers or will you have to absorb it?

If you wish to protest, let us suggest that you write to Washington.



Further particulars will be given gladly by

Pfaltz & Bauer, Inc.

# SHAVING CREAM-the kind that SELLS.

The kind of shaving cream that gives satisfactory shaves and builds up a steady demand among "contented shavers" is the kind that sells—keeps on selling and makes a real profit. That's the kind we are talking about—and the very kind we can offer you.

It has been said, and falsely so, that there is never anything new in shaving creams. Send for a tube of this—put a small quantity on the brush or face—use either hot or cold water (of course, hot is best for any cream)—watch how quickly it lathers up; then note that it doesn't dry out, flake, draw or pucker the skin—then shave! There's the test—watch how cleanly and quickly it shaves, close if you wish—and leaves no smarting or burning sensation. Try this cream yourself—then study the prices we quote—and you'll want it for the simple reason that it gives satisfaction and means sales and profits for you.

## Manufacturing Service for You As You Want It

This cream can be packed in either the standard or giant size tubes, complete in packages furnished by us; we can design a special package and tube to meet your requirements; we can fill packages furnished by you—or we will ship in bulk. In addition to all that we'll give you the benefit of our thirty-one years' experience—help on advertising suggestions and work hand in hand with you every step of the way. Service that others can't even approach!

#### SAMPLES

Send for sample of shaving cream—or any other product that you are interested in having manufactured for you. Let us prove that Commercial service extends not only into the question of whether we make a profit—but into helping our customers make a profit

## COMMERCIAL LABORATORIES, INC.

Manufacturing Chemists

NEWARK NEW YORK STATE



AMBROL
VERAFLOR
GARDENIA
CONVALLOL
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OUR aromatic specialties and bases for oil compositions are most adaptable as bases for modern and original creations, due to their power-ful penetration.

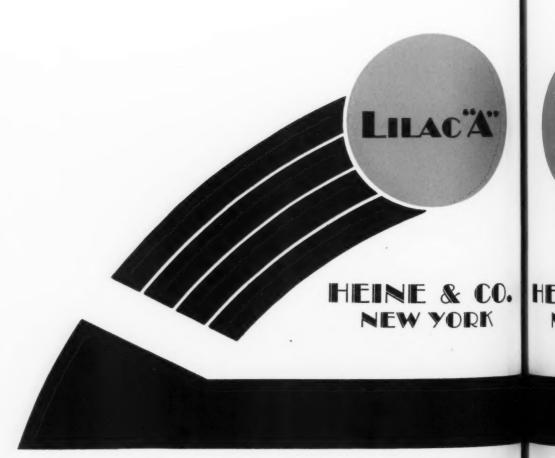
# HEINE & CO. NEW YORK

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Sole Distributors for HEINE & CO., A. G., Leipzig in the United States and Canada HEIKO

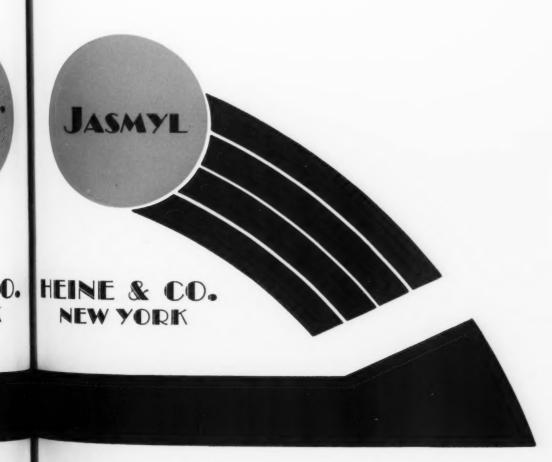


WHEN looking for a true LILAC PER-FUME use our LILAC "A" as a base. Most truthful to nature. Since the first introduction of this product imitations have been many, duplications none.



HEIKO

OUR JASMYL is considered one of the finest synthetic Jasmines. When looking for a Jasmine note in your compositions, use JASMYL with satisfactory results.



IRIDORON
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OUR AROMATIC CHEMICALS are of the highest purity, guaranteeing strength, stability and clean odor value, based on the expert skill and long experience of highly efficient staff.

HEINE & CO. NEW YORK

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## Famous Products Used in the Laboratories of the Com Com World's Foremost Perfumers!

## Tilleul Ex. Conc.

(The Heart of Hydroxycitronellal) Its Flowery note has never been equalled.

## Ambrene Ex. Conc.

(A Perfect Ambergris substitute) Invaluable for Face Powder Odors and Fine Extracts.

## Rhodinol II

(Ess. Rose Substitute)

# 100%

A water white Ionone of Extreme Finesse.

## Linalool Ex.

(The finest of its kind)

## Rhodione Alpha Methyl Rhodione **Alpha** 100%

Possesses a fine and persistent odor. Most delicate and rare.

SAMPLES WILL BRING CONVINCING PROOF OF THEIR SUPERIORITY

Sole Distributors for

Société des Usines Chimiques Rhône-Poulenc Paris, France

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EAUTIFUL homes, cars, clothes; the modern woman lives in an atmosphere of beauty. Naturally, she must have Vanities and other "personals" that are both beautiful and reflective of her individual and refined taste. Scovill has the creative capacity to help you secure beautiful containers, and the plant capacity to supply the volume quantity you need.

> All raw material used in the manufacture of Scovill Vanities, Lip Stick Containers and fancy metal boxes of all types, is under strict laboratory supervision.

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# FRENCH TYPE ODORS

## Aroma des Fleurs

Light Parisian Type

For extracts \$35 per lb. For powder \$15 per lb. For cream \$14 per lb.

## Bouquet 027

Spicy Bouquet Type

For extracts \$35 per lb. For powder \$24 per lb.

## Fleur de Mai

Bouquet of many flowers

For extracts \$42 per lb. For powder \$20 per lb. For creams \$12 per lb.

## Elko Colorodors

for perfuming and coloring

bath salts—Send for complete list of color and odor combinations.

## E. M. LANING CO.

Incorporated

Manufacturers of Synthetic Flower Oils and Bouquet Bases

78-80 Greenwich St., New York

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PAROSA

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Aromatic Chemicals, Essential
Oils, and Perfuming Specialties
of all kinds.



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Paris · · · France
Sphinx Seals

FOUNDED IN 1904

## DESCOLLONGES FRERES

LYON

**PARIS** 

# Opoponaxis

Elusive and penetrating note, a perfect base for modern perfumes requiring great strength and character.

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# Jasmin De Provence

The standard artificial Jasmin

3

## Aromatic Chemicals=

Famous for Quality

Violione Alpha Violione Beta Phenylethyl Alcohol Methyl Heptin Carbonate

Violione Methyl D. F. Iso Eugenol Flosal (Reg. U. S. Pat. Off.)

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# BENJ. FRENCH, INC.

160 FIFTH AVENUE

NEW YORK

CABLE ADDRESS
DESCOFREN, N. Y.

20

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#### ",,, and Dallas is free from traditions that hold back progress in some other sections"

1 1 Taken verbatim from an engineer's report on Dallas as an industrial center.

636

New Business Establishments First 10 Months of 1928

Today, DALLAS has the greatest enrollment of industries in its history. Why? Because DALLAS is the capital of a new economic empire-the great Southwest! Business is good here, and American industries are fast discovering the fact. When DALLAS called a famous group of industrial engineers in to study her position, instructions were given to make that study impartial. The engineers reported that of

all industries, 18 specific businesses would find unsurpassed opportunity here.

Intelligent white labor, reasonable living scales, rich natural resources, quick transportation, adequate and favorable financing facilities, a huge and healthy marketthese are the advantages that DALLAS has told the world about. And the world is watching DALLAS.

Send for the impartial reports listed below. Number 4 is essential; it's already checked.





Engineers' reports on the opportunity that awaits your business here are ready---mail the coupon.

Industrial and Distribution Center of the Southwest-Twelve Million People -Six Billion Dollar Market • • • •

Industrial Dallas, Inc.,	1260 Chamber of	Commerce	Bldg., Dallas.	d

Please send the reports checked below to:

Name Company.

Address.

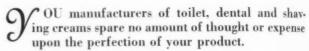
| 1. Market Map of the Southwest | 5. Dallai—Distribution Center | 2. The Southwest—Six Billion | 7. Lallai Survey of Dallas Dollar Market | 5. Dallas as a City in Which to Live

6. The Growth of Dallas 7 Texas Corporation Laws

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# TURNER

# Package vs. Product



But do you give as much attention to the package in which it is marketed?

No matter how perfect your preparation, its sale can be hindered by an unattractive, inconvenient package. Likewise the sale can be greatly enhanced by a package which is attractive, durable and convenient.

Have you considered the additional sales value of TURNER TUBES?

Correctly made and artistically decorated, they are light, durable, convenient and attractive, in short-

#### THE IDEAL CONTAINER

Why not put your product in the better package?

#### TURNER WHITE METAL CO., Inc.

Manufacturers of Collapsible Tubes Since 1898

New Brunswick, N. J.

TUBES

929

# HEADQUARTERS

for ~

Oil Bitter Almond f. f. P. A., Imported
Oil Balsam Peru (Cinnamein),
Imported

Oil Coriander Seed, U. S. P., Imported Oil Guaiac Wood, Concrete, Imported

Oil Juniper Berries, U. S. P., Imported Oil Lavender Flowers, All Grades, "Cavallier Freres"

Oil Sandal Wood, Australian, Highest Quality

Cinnamic Aldehyde, Pure, Imported Citronellol, Pure, Imported

Heliotropine Crystals, Re-Crystalized

Indol Crystals, Pure, Imported
Linalyl Acetate, 94/97% Ester,
Imported
Methyl Anthranilate, Crystalized,
Imported
Phenyl Acetic Aldehyde, Pure,
Imported

Hydroxy Citronellal, Pure, Imported

Phenyl Acetic Aldehyde, 50%, Imported

Rhodinol, Absolute Pure Skatol Crystals, Imported

Terpenyl Acetate, Pure, Imported

**Van-Y-Cum**—An imported and guaranteed pure base for artificial vanilla. Cheaper than Vanillin.

Balsam Peru, U.S.P.

Gum Labdanum Spanish-Brown and green, crude and refined.

Note: All of the above mentioned items are preferably sold in original containers. Samples are available. Our prices are decidedly interesting, while the quality is absolutely guaranteed.

We carry a complete line of **Cavallier Freres'** pure natural Flower Essences. Their products and quality are well known since 1784. Let us mail you a blotter sample.

Imported Terpeneless Oils of a definite guaranteed strength and produced by Hollands Distillery, Ltd. London, England. A complete stork is carried in New York and prompt shipments can be made at all times.

## PIERRE LEMOINE, INC.

200 Varick Street,

New York, N. Y.

Representatives in all principal cities thruout the country

COLLAPSIBLE



SPRINKILL TOPS

WHITE METAL MANUFACTURING CO.

HOBOKEN ~ NEW JERSEY

Logically
the Perfumer
turns to . . . .

# GivaudanDelawanna for Synthetics

ROM the outset, Givaudan-Delawanna has aimed to produce the best possible grade of perfume materials. The justification of this guiding principle is reflected in the ever-increasing sales, markets, and prestige which we are continually enjoying, and ever striving to enhance.

Phenyl Acetaldehyde
Hydroxycitronellal

Heliotropine

Musks

Irisones

Geraniols

Terpineol Extra
Phenyl Ethyl Alcohol

# BUXINE

(Amyl Cinnamic Aldehyde)

NE of the most interesting of modern perfumery materials, especially for soaps and cosmetics, wherein a Jasmin character is required. Our Buxine is a pure chemical body and can be relied upon to be of uniform quality because of our quantity production under careful inspection methods.

Sample on request



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# ISCO SILVER TALC

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Imported White Seal Zinc Oxide Extra (Extra Light and White)

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Light Precipitated Chalk

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INCORPORATED

MANUFACTURERS, IMPORTERS. EXPORTERS OF INDUSTRIAL CHEMICALS

46 CLIFF STREET

Zinc Stearate U.S.P.

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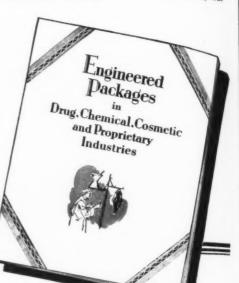
CHICAGO

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# A Treatise on Packaging



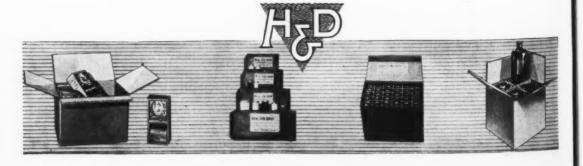
Here is a book, just issued by Hinde & Dauch Package Engineers that explains how H & D service can benefit you.

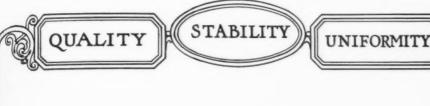
Back of this service are twenty-one plants with acres and acres of floor space . . . miles and miles of machinery . . . millions of dollars of invested capital . . . and thousands of workmen. All have a singleness of purpose that has made Hinde & Dauch the largest producers of corrugated fibre shipping boxes in the world.

"Engineered Packages in Drug, Chemical, Cosmetic and Proprietary Industries" is the title of the book that shows how these H & D facilities can operate for you. Write for a copy on your business stationery—no charge.









# Five Specialties Each a Leader in its Class



#### Narcissus Extra

A rich fragrant Narcissus odor of exceptional tenacity and sweetness, comparing favorably with the highest priced Narcissus in the market.

The Pound \$34.00

#### Narcissus Fleur

A Narcissus odor suitable for most uses. Powerful and lasting. A trial quantity will prove its value.

The Pound \$18.00

#### Amarette

An odor creation that is essentially fragrant and refined. Blends very readily in bouquet types. If you wish your products to equal the best American and foreign odors use Amarette.

The Pound \$14.50

#### Jasmin Blossom

The completion of an odor depends upon the quality of Jasmin used. Our Jasmin Blossom, is of highest type, will complete a perfume and give it the finishing touch that is expected of the best Jasmin.

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#### Rhodinol V. D.

The chemistry of Rhodinol is still in dispute, but there is no dispute about our Rhodinol being uniform, free from weedy by-odors, and of superior quality

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In making perfumes with Denatured Alcohol, insure the quality by specifying

Van Dyk & Co.'s Brand Diethyl Phthalate.

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Oil Lemon Italian
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Years of association with manufacturers in the Middle West has given us an intimate, a thorough and a sympathetic understanding of their problems; and for that reason we are better able to help in their solution.



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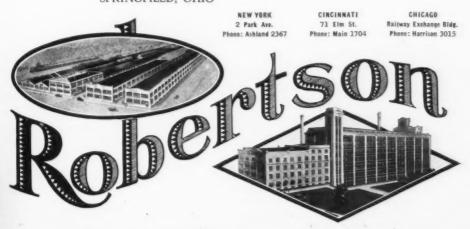
Nowhere is there a greater striving after pleasing effects, the unusual, the outstanding, than in container designs. Nor is any Company better quipped with designing specialists and factory facilities to create and manufacture attention compelling containers than ROBERTSON.

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Cosmetics Manufactured Per Your Individual Specification Complete Packages Under Your Private Label In Bulk-Or We Complete Your Package

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FRENCH COSMETIC MFG. CO., Inc 85 CRESCENT AVENUE - NEW ROCHELLE, N. Y.

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#### Orris Liquid Absolute

Made from the finest Florentine Orris Root. Absolutely pure and of highest concentration.

Price per lb...\$80.00

#### **Orris 8127**

Has the fine balsamic odor of Orris Root. Added to Bouquets and floral compounds it will improve their odor and fixing qualities.

Price per lb...\$15.00

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# TERPENELESS CRANGE VILARDI

Highest Quality at Interesting Prices

Paolo Vilardi, situated in the producing regions of Reggio Calabria, offers you the finest Messina Oils produced in his own well-equipped pressing stations.

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Lemon Bergamot Mandarin Orange Terpeneless Oils

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# LINALYL

Every perfumer and soap maker should become acquainted with these fine esters produced by our principal, Vanillin Fabrik.

Send for a sample and prices. Stock in New York

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#### OTTO OF ROSE-C. M. & K.

Offered to you as produced by nature.

Packed in 1/4, 1/2 and 1 Kilo. New York Stocks

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26 Cliff Street, New York

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Kansas City, Mo. Boston, Mass.

New Orleans Office-Gretna, La.

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Made Where Flowers Grow



Enfleurage, and Pomade-Storage Cellars

THE enfleurage with cold fats must be conducted in a cool place, and the finished pomades must also be maintained at low temperature. Practically all perfumers use pomade washings, made either in their own laboratories, or in the form of concentrated washings prepared in Grasse.

These are important products with us.

# BERTRAND FRÈRES

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Branch Factory at St. Joseph

# BERTRAND FRERES

Established 1858

MAIN FACTORY GRASSE

GRASSE

**BRANCH FACTORY** ST. JOSEPH

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# Oil of Patchouli

DUE to the seasonal nature of the products manufactured by us, our distilling equipment often remains idle over a considerable period until new crops are again available.

For this reason we decided upon a policy of distilling items for which the raw material may be obtained all year round. One of these products which we distill in our so-called off season is Oil of Patchouli.

We have been careful in the selection of a reliable source of supply for this material so that we can in turn offer American perfumers a reliable oil. We guarantee it to run as uniform as nature produced it and to possess the natural characteristic "musty" tone so highly desirable in this product.

A sample Will Convince You.

40,620,00

# P. R. DREYER

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26 Cliff Street, New York, N. Y.

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Radiano Quality



SYNTHETIC Flower Oils, no matter how carefully blended, have always been lacking in a certain amount of sweetness and roundness.

We believe that our "Pomade Type" Synthetic Oils have more closely approached the natural pomade washed Flower Oil than ever before.

Permit us to supply you with working samples

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ESSENTIAL OIL

& CHEMICAL CO., INC. 510 North Dearborn Street Chicago

121 East 24th Street New York

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T present, only Tuberose and Jasmin are available. Orange, Cassie, Rose and Violet are in preparation, and we expect to be able to supply these odors in thirty days.

Permit us to supply you with working samples

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121 East 24th Street New York

& CHEMICAL CO., INC. 510 North Dearborn Street



THIS comparatively new chemical may be obtained now in commercial quantities of absolutely depenable purity.

It blends perfectly with almost any odor composition producing a mellow, unobtrusive note, especially in formulae where a large percentage of aromatic chemicals is employed.

As a fixative, it is unsurpassed. In compounds where economy of price is imperative, GERANYL PHTHALATE is indispensable.

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DUBENDORF-ZURICH, Switzerland

#### Hydroxycitronellal "Flora"

-owes nothing to the perfumer's art. There is no attempt at fancy "shading" with a view to binding the consumer down to its continued use, nor is there any need to bolster up the quality by artificial means. Perfect purification and the resulting absence of by-odors, solely accounts for its velvety floweriness. ¶ Our price is interesting, too.

#### Musk Alpha

■ A 100% product of enormous strength. Its odor is somewhere between that of Amber and of Musk. Try it out if you are looking for a new effect.

#### Rosindol Crystals

A chemical body with a wonderful rounding-off effect. It is also an excellent fixative, possessing the added advantage of lending an inimitable "cachet" to any com-pound it is used in. Rosindol is suitable for extracts, powders, creams or any other toilet preparations. We recommend it also especially for use in soaps, where its great power will be particularly appreciated.

#### Floranthine

Excellent product built on a basis of newly discovered aromatic bodies of the "Carnation" type. Particularly suitable to introduce the note "Carnation" in compounds of the "Bouquet type." Expertly used, it also gives in many compounds that "note poudrée" in the after-smell of extracts, so much in favor now.

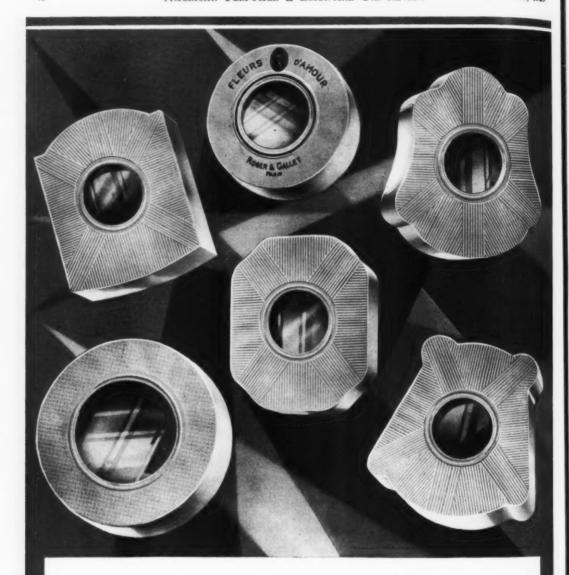
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We specialize in the manufacture of drums of all description and invite your patronage.



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#### If the De Vries Bottle Could Talk—

what an inside story it could tell you about its wonderful contents!

Every bottle is guaranteed to contain a product of a quality which will satisfy your highest expectations.



Please ask for samples and description of any product you are interested in.

Lily of the Valley

Hydroxycitronellal

with that Fruity odor

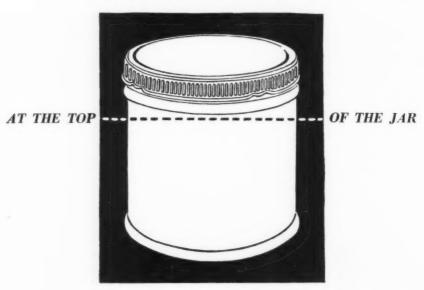
Lilac Base 100%
Oakmoss Liquid
Ambrene
White

99 Spring St., New York, N. Y.

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#### S. A. DE VRIES

S. A. DE VRIES



#### The smallest part of package cost-The BIGGEST part of package convenience

The glass container, the contents, the packing, the shipping—all cost more than the closure. Yet it is the closure that is the key to package convenience. Perhaps the small cost is the reason why its value is so frequently overlooked.

Making a package easy to open and easy to reclose—convenient to use—is a long step in obtaining the consumer's perference.

Housewives, the biggest buyers of products used in the home, prefer the Amerseal Cap. If you want figures, 69.5% of more

than 8000 housewives interviewed voted Amerseal their preference. And their chief reason was—CONVENIENCE.

Amerseal is easy to use—a quarter turn unseals, a quarter turn reseals. And no matter how often it is removed it can always be replaced—Amerseal is never damaged in removal.

The convenience of a package is one of the most important factors in attracting repeat orders. Your product will sell and sell again when its container is closed with

# THE AMERSEAL CAP

AMERICAN METAL CAP COMPANY

2 SUMMIT STREET

BROOKLYN, N. Y.





# Extreme Lastingness --

Exquisite Floweriness to the Last Evaporation will be produced in your flower bouquet by

FELTON'S FIXOLOR LILAS

This fixative is based on several new aromatic chemicals of very high boiling points, discovered through Felton's research.

Fixolor Lilas is a fixative blend, a base which today is recognized as a necessity in creating any modern Lilac perfume or light flowery bouquet. It is particularly valuable in powders and can be used to advantage in creams which it will not discolor.

Get a trial ounce for \$1.50 -- Use it and watch the results.

Fixolor Lilas is one of our line for individual perfume fixatives, Felton's Fixolors. If you want to make your perfume more lasting, maintaining the characteristic note to the last evaporation, without increasing its cost, write to us for the complete list of Fixolors.

Do Not
Judge
by the
Low Price

Judge by the Ouality

#### FELTON CHEMICAL COMPANY, INC.

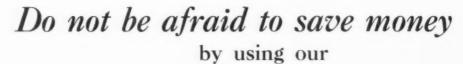
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AROMATIC CHEMICALS, NATURAL ISOLATES, PERFUME OILS ARTIFICIAL FLOWER AND FLAVOR OILS

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BROOKLYN, N. Y.



## FLEURS D'ORANGER

in your perfume

The perfect substitute for Orange Flower Substitute

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Judge by the Quality

- Get a trial ounce for \$1.75 -- put it in your formula and watch the results.
- Let us also quote you on your year's requirements of Aromatic Chemicals and Terpeneless Oils, of the "Extra Felton" quality, of course.
- Now is the time to contract for many Isolates, as the raw material prices are very advantageous.

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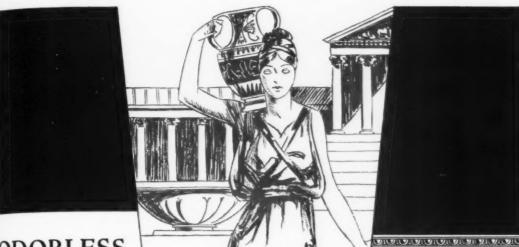
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OD CO

Alc empha for the qualiti

Purity ture o



ODORLESS COLORLESS



REG. U.S. PAT. OFF.

IN placing a valuation upon Alcohol, purity is especially emphasized. This is logical, for the extent of other Alcohol qualities is directly dependent upon the factor of purity.

Purity is the outstanding feature of "Everclear" Alcohol. It

is instantly apparent through its lack of odor and sparkling clearness. These tell the story of "Everclear" quality.

This quality is not a fortunate coincidence. It is the result of this scientific combination . . . an exclusive process developed in our laboratories and distillation in a plant located in the heart of the grain district.

"Everclear", specially denatured, is appropriate for the finest perfumes.



In Drums, Barrels and Cans



"SEE AMERICAN FIRST"

COMMERCIAL ALCOHOL CORPORATION

420 LEXINGTON AVENUE, NEW YORK

Plants:

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# Discoloring — Unbalanced Perfume — Separation —

THESE hazards confronting repeat sales mean a waste of time and money.

To know how your perfume, lotions and creams will appear and to foretell any change in odor four months hence means that you must overcome the time factor of ageing in a single day.

Ageing by mechanical means is not an unproven theory but a fact that can be demonstrated. It is being done every day by some of the most important perfume manufacturers through a

#### PREMIER MILL

Write for booklet "D" and tell us your problem.

THE DISPERSION PROCESS CO.

B. T. BUSH, President

30 East 23rd St.

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Selling Agent for

PREMIER MILLS





#### For the Finishing Touch \_

The importance of imparting the "chic" French note is not the problem it is considered if Labdanum is used for this purpose.

#### Dhumez'

Labdanum Concrete Brute

and

Labdanum Concrete Soluble Decolorée

used in solution form will give that refined and appealing character.

Labdanum may be incorporated successfully in Hyacinth, Narcissus, Réséda, Sweet Pea, Rose, Carnation, etc.

Upon request further details concerning these two important products will be submitted.

Samples and Quotations Offered

Sole American and Canadian Representatives

#### COMPAGNIE PARENTO, Inc.

**Executive Offices and Laboratories** 

Croton-on-Hudson, N. Y.

New York Office: 507 Fifth Avenue Telephones { Vanderbilt 8564 Vanderbilt 8879 Chicago Office: 7329 Clayton Court Cable Address PARENCO

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# Announcing \

COMPAGNIE PARENTO, INC.

as American Depot of

ETABLISSEMENTS

# Victor Hasslauer

SOCIÉTÉ ANONYME

PARIS. FRANCE

Distillerie à Kischisch-Mahle

Rue Ivan Ivanoff-Philippopoli, Bulgaria

#### Parento Now Offers

Essence de Rose Victor Hasslauer Pure Essence de Rose Victor Hasslauer B. Essence de Rose Victor Hasslauer C.

ALSO-

#### Victor Hasslauer's

Ambergris Gray Civette Extra Pure Natural Musk Tonquin Pile I, in Grains

#### THIS ANNOUNCEMENT

We consider another step forward in our efforts to better serve the American Manufacturers. Some of the products offered on this page have heretofore been exclusively reserved only for the largest French Perfumers.

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# The Spirit of Modernism and Youth!

#### DO YOUR PERFUMES POSSESS IT?

The following

Aromatic

ORGANICO
Chemicals

Will be found valuable for keeping your products in line with the Vogue

#### Acetates—

Acetate d'Octyle normal (C8)
Acetate de Nonyle normal (C9)
Acetate de Décyle normal (C10)
Acetate d'Undécyle (C11)
Acetate de Duodécyle (C12)

Samples— Quotations and Suggestions offered

#### Aldehydes-

Heptylique (Oenathol) (C7)
Octylique normale (C8) 60%
Nonylique normale (C9) 100%
Décylique normale (C10) 100% & 60%
Undécylique (C11) 100%
Laurique normale (C12) 100% & 30%
Pêche extra (Aldeh, C14)
Fraise 100% (Aldeh, C16)
Methyl Nonylacetaldehyde

#### Alcools—

Know the merits of these Products

Octylique normal (C3) Nonylique normal (C9) Décylique (C10) Undécylique (C11) Laurique normal (C12) 100%

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Manufacturers of

Natural Floral Products
Essential Oils Aromatic Chemicals

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ANTOINE CHIRIS, LTD., 3 DRAPERS GARDENS, LONDON, ENG.



Cultivation of Lavender Flowers on an Extensive Scale at Puberclaire (Estate of Etablissements Antoine Chiris)

## Hauled water 5000 miles for years!

FOR years firms as far away as Frisco used Floral Waters produced abroad. On every gallon paid freight on 127 ounces distilled water.

Today these firms use floral Essences instead,—only one ounce is needed to reproduce one gallon of the Finest Quadruple Floral Water. -quickly, -easily, -and saving more than 502 on every dollar (THEY ADD THE WATER)

Now you may profit too, and find these low-cost, water soluble essences invaluable for many uses.

Samples are yours for the asking, choose one or all.

Oil Elder Flower C. F. (WATER SOLUBLE)

Oil Orange Flower C. F. (WATER SOLUBLE)

Oil Rose C. F. (WATER SOLUBLE)

Sole American Distributors:

#### Edward T. Beiser Company, Inc.

Dependable Perfumers' Materials

#### Riverside, Conn.

Chicago Office: A. J. Dedrick 500 N. Dearborn St. Chicago, Ill.

TELEPHONE: SOUND BEACH 416 CABLE ADDRESS: BEISERCO

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Liquid Absolutes Resins—Essential Oils D'Essences Neroli Petale, Bigarade Geranium Rosat-Lavender Des Alpes Petitgrain Bigarade

Fine Aromatic Chemicals

\*Solessences (Liquid Concretes)

\*Truefleurs (True Flower Specialties)

\*Fixaromes (Fluid Resins) Floral Water Essences Synthetic Specialties Perfume Bases

\*Reg. U. S. Pat. Off.

Sole American Agents for

P. A. Bompard Antibes, France

# —to help you "Get The Right Spirit"

The Right Alcohol for Every Use

FOR many purposes the fixed properties and quality of "Certified Grain Alcohol" — made from grain — make it indispensable. But for many other uses alcohol made from other materials is adequate. Because quality requirements differ we offer a complete specification line and price range including a "right spirit" for every purpose.

Rossville Commercial Alcohol Corporation

GRAYBAR BLDG., NEW YORK CITY

On these pages are shown some views of our various plants that stand back of our promise of dependable service in the manufacture and supply of highest quality alcohol to meet every need of the manufacturer of toilet articles.

The Rossville Commercial Alcohol Corporation was organized to supply from a single responsible source every demand for highest quality ethyl alcohol. To this end, the most modern equipment is provided in our various plants to expedite the manufacture of a complete specification line and price range.

Not only are our manufacturing facilities as complete as it is possible to make them; but into the production of Rossville alcohol there enters the sure skill and precision of chemists gained through years of practical experience in the making of highest quality solvents for toilet preparations.

#### ROSSVILLE COMMERCIAL AL

GRAYBAR BUILDING



LAWRENCEBURG, IND.



LOCKLAND, OHIO



MECHANICVILLE, N. Y.

#### In Terms of Sales-

Measured in terms of sales what would be the result of the use of Certified Algrain Alcohol in your fine perfumes and toilet waters?

Would the assurance that your most prized perfumes and toilet waters would be *permanently* free from obnoxious by-odors, no matter how long exposed in the dealers' window, help you to secure increased business from dealers?

Would not the use of a solvent enabling you to accurately reproduce in solution all of the delicate shades of odor in your compositions, help you to make better and more lasting preparations? And would this not in turn help you to win and hold new customers?

It is significant that we have been identified with some of the most conspicuous successes in the perfumery business.

#### ALCOHOL CORPORATION

NEW YORK CITY



NEWARK, N. J.



BRAITHWAITE, LA.



WESTWEGO, LA.

#### Large Scale Operation Enables Us to Offer

- —Highly trained technical skill for the manufacture of all kinds of ethyl alcohol.
- —Attractive prices quality considered — made possible by large scale purchasing and production
- —Genuine service and prompt deliveries; made possible by our six main plants and the maintenance of nineteen branch offices in principal centers.

### Rossville Commercial Alcohol Corporation

GRAYBAR BLDG., NEW YORK CITY

#### OFFICES

Atlanta Detroit <sup>4</sup> Chicago Philadelphia Kansas City Newark Baltimore Louisville Cincinnati Pittsburgh Buffalo Minneapolis Cleveland Charlestown, Mass.

St. Louis

Brooklyn Rochester Grand Rapids San Francisco FEBRU

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#### Abonita QUALITY osmetics



"The Loose Powder Case Without a Complaint"



Patent Pending



Hand Comprest Face Powder and Rouge Compacts Indelible Lip Sticks and Pomades Eyebrow Pencils Creme Rouge

Our products are made from absolutely pure ingredients, positively harmless. Highest quality. Immediate deliveries.

Abonita Company, Inc.

134 So. Clinton Street CHICAGO

CATERING EXCLUSIVELY TO THE MANUFACTURING TRADE " TWENTY-FOUR YEARS OF SERVICE

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#### **PURITY** and UNIFORMITY

in our Essential Oils are the two real helpmates from which you will benefit. Sophisticated oils no matter how cheap will prove expensive in result.

Oil Lavender Flower Oil Lavender Spike Oil Geranium Bourbon Oil Geranium Algerian

Naturally PURE Oils

RMITY

The two real will benefit. The control of th DODGE & OLCOTT CO. 87 Fulton St.

"The integrity of the house is reflected in the quality of its products."

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#### **FABRIQUES** de LAIRE

foremost perfumers of France and the United States are using the de Laire Specialties.

#### **Forestal**

Reproducing the fragrance of the Pine Forest.

#### Forestal "23"

Similar to above; somewhat cheaper in price.

#### Fleur d'Heliotrope

A liquid product; very flowery, a bouquet in itself.

#### Fonds d'Hydroxycitronellal

Green and leafy; very persistent.



DODGE & OLCOTT CO. New York . 87 Fulton St.

Sole American and Canadian distributors

~@@@@@@@@@@@@ W. SANDERSON & Sons

products from the Works of W. Sanderson & Sons located at Tremestieri, Pistunina. Reggio and at Melito are recognized in all the markets of the world for their superior quality.

> Oil Bergamot Oil Orange Oil Mandarin Oil Lemon Neroli



THE PINE AT THE MAN AND THE PINE AT MAN AND TH DODGE & OLCOTT 87 Fulton St. **New York** 

Sole American and Canadian distributors

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#### J. MERO & BOYVEAU

#### FLORAL ESSENCES

**Finest Quality** Attractive Prices

Natural Absolutes Natural Concretes Natural Liquids

#### MERO & BOYVEAU

with works in

GRASSE, MOUGINS and POLONGHERA were established in 1832 and have since then consistently retained the policy supporting high standard of quality in all their products.



DODGE & OLCOTT CO. 87 Fulton St. New York .

Sole American and Canadian distributors

FEBRU



HOR your dusting powder, there is nothing better than our PURSE PUFF as illustrated. It has added color and attractiveness and an effective hand hold which makes it comfortable to use.

The newer compacts call for odd shaped puffs and a color imprint to identify your package. We are equipped to make all shapes of puffs and imprint them at very moderate costs. Our Printing Department has a capacity of 500 gross per day, which means service without delay.

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#### **OXZYN COMPANY**

VALMONT DIVISION
154 11th Ave. New York City

"Service for the Manufacturing Trade Exclusively"

#### **Compacts**

Rouge and Powder
(more than 150 tints)

Lip Rouge

Cosmetique

Eye Brow Pencils

Originators of NATURAL ROUGE for Brunettes, Blondes and Olivettes

Quality and Service

7

Our colors are analyzed every week for their purity and safety by one of the leading Testing Laboratories of New York City. We guarantee our Lip Rouge and Compact Rouge to be absolutely safe and not harmful even if absorbed by the skin.

#### **OXZYN COMPANY**

In Business Since 1874
154 11th Ave. New York City

FEBRU



Is the breath of the fresh BLOSSOM

A Trial Sample will convince you of this.

\$12.00 per pound Trial Ounce \$.85

Bouquet No. 400

Will give your Hair Tonic or Dressing an Odor that is entirely DIFFERENT.

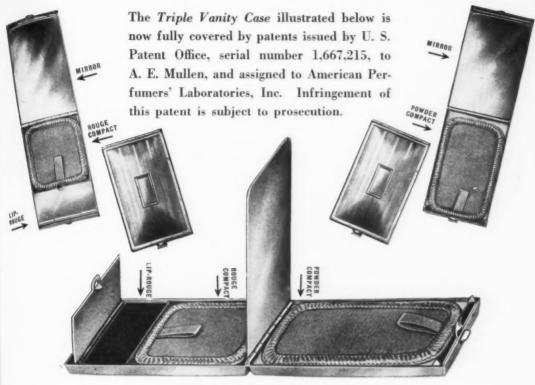
It has that attractive touch of character which your clientele will appreciate and the cost is reasonable.

\$16.00 per pound Trial Ounce \$1.10

SAMPLES will be submitted on request

L. A. VAN DYK Manufacturing Chemist

> 20 East 12th Street New York U. S. A.



ACTUAL SIZE Size 2½" long, 1½" wide

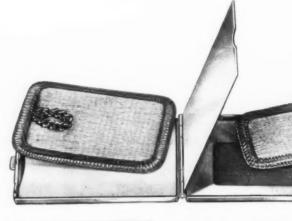
Made of genuine white metal—<u>not</u> nickel plate—cannot tarnish or become brassy. Filled with Apli-Process Rouge—Powder—Lip paste in new shades for blondes, brunettes and medium

Complete Package Service Offered to Perfumers

#### American Perfumers' Laboratories, Inc.

MAKERS OF THE WORLD'S FINEST COSMETICS
151-153 West 19th Street, New York





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THE EVENING WORLD, MONDAY, DECEMBER 10, 1928 DA Modern Art Invades the Vanity Case Field

with this

New Featherweight Vanity

A N exclusive container for Appli-process rouge and powder compacts.

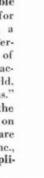
A distinctly different treatment of straight lines and angles created this sensation of the season.

Individual finishes and top designs created for perfumers' private brands.

Samples and quotations on request

#### American Perfumers' Laboratories, Inc.

151-153 W. 19th St. New York



Makers of

APLI DRY PROCESS

Rouge and Powder Compacts
Lip Rouge, Lip Sticks
and Eye Shadow

Vanity in the Name of Christmas



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by one of the country's leading newspapers for prominent display and unsolicited praise, is such a gracious compliment that we admit our pride. Perhaps in no better way could the exquisite appeal of our latest creation have been revealed than by the accompanying illustration from the New York World. under the caption "Vanity in the Name of Christmas." This double, designed by A. E. Mullen, follows the outstanding success of the Apli Triple illustrated on the reverse side of this page. Both vanity designs are owned by the American Perfumers' Laboratories, Inc., and are offered under private brand—filled with Apli-Process Rouge and Powder Compacts.

M

#### Cameo Decoration -in Colored Relief

UR new Cameo decoration is due to a novel and distinctive development in mold work. The flower effect stands out very prominently as this decoration is raised considerably above the surface of the bottle and looks very natural.

In color, on the brilliant smooth surface of the bottle, the effect is very alluring.

#### CARR-LOWREY GLASS CO.

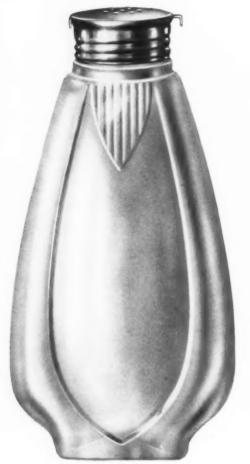
MAIN OFFICE: BALTIMORE, MD.

41 East 42nd Street

NEW YORK OFFICE CHICAGO OFFICE 1944 Conway Bldg.



POINSETTA DESIGN Bottle No. 333/31/2 Stopper No. 243



No. 1100

# Our New Process Department

is especially equipped for the production of machine-made containers where beauty is an important consideration and price is a factor.

A wide variety of containers in brilliant or frosted finish for talcum powder, bath salts, cold and toilet creams and toilet water or bulk perfume as well as many models for the less expensive perfumes is available for your selection at all times.

We are also ready to create designs for your exclusive use.

#### CARR-LOWREY GLASS CO.

MAIN OFFICE: BALTIMORE, MD.

NEW YORK OFFICE 41 East 42 nd Street CHICAGO OFFICE 1944 Conway Bldg.

## **Cream Eye Shadow**

Blue for Blondes
Grey for Blondes and Mediums
Brown for Brunettes

A NEW Product

from

APLI LABORATORIES

for Perfumers' Private Brands

OF true APLI quality, this new cream eye shadow is of just the proper soft consistency to apply smoothly and evenly to the upper lid. The colors are as finely milled as those in use in APLI-PROCESS cream rouge and lip sticks.

Containers in color and mottled effects lend the last touch of smartness to this most sophisticated product.

New interest is obtained and the modern note accentuated for cosmetic lines featuring this latest APLI PRODUCT.

Samples and quotations on request

# American Perfumers' Laboratories, Inc.

Makers of the World's Finest Cosmetics 151-153 West 19th St., New York



Oranger fleurs S.P.S

#### Advantages!

Unalterable.
Great fixative
Highest tenacity
The best known.



Freesia S.P.S

#### A Revelation!

Harmony . Power. Tenacity. Sweetness! Indispensable to every Perfumer



#### PAYAN & BERTRAND

Grasse, France

ESTABLISHED 1854

Absolute Purity

#### NATURAL FLORAL PRODUCTS

JASMIN, CASSIE, TUBEROSE, ORANGER, OAK MOSS, ROSE DE MAI

CLARY SAGE NEROLI GERANIUM YLANG YLANG VETIVERT LAVENDER

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130 Pearl St. New York City

Phone BEE kman 7778

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# March Features

for perfumers interested in that fine note that can only be had from the finest selection  OIL LAVENDER 40%  From the finest selection  Drums . \$4.20  Cans-Bottles 4.35-4.50
OIL VETIVERT BOURBON  Drums \$6.00 Bottles \$6.50
OIL GERANIUM AFRIQUE  25 lb. Cans  Working always, through our correspondents, with the three "Cooperatives of Algiers" we are assured of prime stock at all time.
BENZYL BENZOATE F. F. C. PER POUND \$1.10
BENZYL ALCOHOL F. F. C. PER POUNI STREET TO ST
GERANIOL (Polak & Schwarz) \$1.95
QUINCE SEED PERSIAN \$0.95
POWD. FLORENTINE ORRIS \$0.20
STURGES PRECIPITATED CHALK—extra light or dense IMPORTED SPERMACETI for a/c of H. J. Baker & Bros.

always in stock at prices which will interest important consumers

## A. C. Drury & Company

Merchants • Manufacturers • Importers

106 East Austin Avenue, Chicago, Illinois

# LARGEST STOCKS BARRELS IN THE WEST CARLOADS

Complete Service for Perfumers in Raw Materials

Supplies drawn from primary sources whether at home or abroad

REPRESENTING

SIERRA TALC COMPANY

LOS ANGELES, CALIF.

High Grade Talc Products

"Sierra Cloud"
"Sierra Snow"

LOCKWOOD BRACKETT CO. BOSTON NEW YORK

"Laco" Pure Olive Oil Castile Soap

Cakes—Bars—Chipped Granulated—Powdered "Laco" Olive Oil Coeur des Fleurs

Surpassingly Fragrant Irresistibly Feminine

For Fine Extracts

\$105.00

PHILIPP BROTHERS, INC.

NEW YORK Representing

Societe des Mines and Fonderies de Zinc de la Vieille Montagne.

French Process Zinc Oxide Blanc de Neige—Pharmaceutical White Seal. Etc. REPRESENTING

SCHLIEMANN COMPANIES INC.

HAMBURG NEW YORK

Russian White Oils Bleached Ozokerite

Ceresin

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NEW YORK

Lee Moor Clay-Kaolin-

Terra Alba

Fullers Earth

French Chalk

Italian Talc

The DAVIS FILTER should be in the laboratory of every perfumer

A. C. Drury & Co., Importers

CHEMICALS . ESSENTIAL OILS . SYNTHETICS . BOUQUETS . TALC . CLAY . WAX

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\* Cable Address DRUCO

Chicago, Illinois

## And Now Kolmar Originates' Serrated Puffs



We will be pleased to submit special designs to recognized perfumers

> Our Representatives Will Serve You—Or Write Direct

#### Kolmar Laboratories

America's Foremost Rouge and Compact Manufacturers
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A. G. & C. H. CURRY
2350 California St.
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# Give to Your Customers the of W&C Compact Plaques Single Powder



DOUBLE BOX OPEN
SHOWING PUFFS IN PLACE
(Patents Pending)

WITHOUT any obligation on your part send us your box with your compact plate. We will cheerfully, without any cost to you, fill it with the W & C compact plates.

In many instances we will be able to use your present plates on hand, in which case you could start immediately to use this useful, and by no means expensive, arrangement. Be sure to arrange for its use when planning your new boxes, thereby saving several operations in their construction.

If you will let us know your requirements, prices will be quoted. Deliveries in any instance within three weeks.

It would be well to investigate.



Woods and Chatellier, Inc. 516 Fifth Ave., New York

# Advantages and Conveniences ... Made for Single Rouge, and Double Boxes



REFILL PLAQUE POWDER COMPACTED



REFILL PLAQUE
Arm Down
READY TO INSERT

THE W & C Aluminum Compact
Plaque on which powder or rouge is
compacted or pressed is adaptable for
use in any style of compact box and regardless of shape or contour of plaque in use.

It is apparent that its usefulness and convenience are unexcelled and truly fill a long felt need. The two most important features of the simple device, readily comprehended at sight, is the ready manner of removing it from the compact box when using a refill. It at once overcomes the many inefficient methods at present used as a part of the box itself and which in most all cases requires the use of a tool to remove. The arm of the W & C plaque used as a handle easily and effectively is pulled from the frame holding the compact.

The still more important feature to which this projecting member is adapted is that of holding the puff in place against its possibility of moving, only when in actual use. It necessarily keeps the puff in positive position when box is closed or open and affords no possibility of dropping the puff from the box.

As the powder or rouge is used, a little pressure on the arm keeps the puff secure against the compact at all times. It is therefore manifest that the plaque, besides holding powder or rouge, fulfills two extremely useful purposes without resorting to costly methods to obtain less satisfactory results in the construction of your Compact Box.

Most convenient in making up your (Refills) packages



Woods and Chatellier, Inc. 516 Fifth Ave., New York

BE

# LABORATORY CONTROLLED BRAND REG.U.S. PAT. OFF.

#### Powdered Soaps

Powco Soaps cover practically the entire range of characteristics desired by dentifrice, lotion, etc., manufacturers.

Most of these are white, but we offer other neutral soaps of equal high quality, made entirely from refined vegetable edible oils, for those who prefer a cream color.

Let us work together with you on your soap needs or soap problems.

JOHN POWELL & CO., Inc. 114 East 32nd Street, New York

Shaving Creams in bulk.
We supply cream Pase and
Or try our cream to 30%
Shaving 20 to more.
Shaving Perhaps more.

## BATH SALT BOTTLES

T'S a poor rule that won't work both ways. So it is only natural to find Milady demanding beauty and attractiveness in the packaging of the toilet requisites which she chooses to increase her own beauty and charm. Hence, we suggest that you may find it most worthwhile to write for a sample of this handsome bath salt line, No. 261. Hand blown of beautifully clear glass, these sparkling containers combine unusual sales appeal with attractive prices. Being hand blown, they and other special designs are available in quantities that would not permit their manufacture on the automatic machines.

BESIDES having a handblown plant devoted exclusively to high grade toilet and perfume bottles, we are also the largest automatic machine producers of this kind of ware in the country.

OUNCE 12 OUNCE 18 OUNCE

Illinois
Glass Co.

Alton Ill-

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PARFUMERIE LUBIN

INCORPORATED

Paris - New York

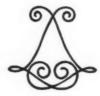
Established 1798

WE beg to announce to buyers the incorporation of our American branch under the above style, and that headquarters will be maintained by us at

6 West 48th Street
New York

Telephone Bryant 7017
Cable Address: LUBINPROT

Here we will carry stock of our complete line, and we will welcome visits of buyers, and others interested, at our commodious showrooms.



# ALBERT

# ERLEY

ILE-ST DENIS (Seine), FRANCE

If you wish to perfect yourself in the art of perfumery, profit by certain new products our work in organic chemistry permits us to offer you. The field is unlimited and you may obtain marvelous results.

#### Success—It lies in Novelties

TUBERIQUE ALCOHOL
NEROL
DI HYDRO FARNESOL
JASMINIQUE ALDEHYDE
JASMINIQUE ALCOHOL
HYDROQUINALDEINE (Lilac Base)
SESQUIROLENE (Powerful Fixative)
XANTOGENOL (Oeillet Base)
LINALYL BENZOATE
LINALYL ISOBUTYRATE
BENZYLISOEUGENOL
ETC., ETC.

Our Technical Service is at your disposition for suggestions on the use of our products.

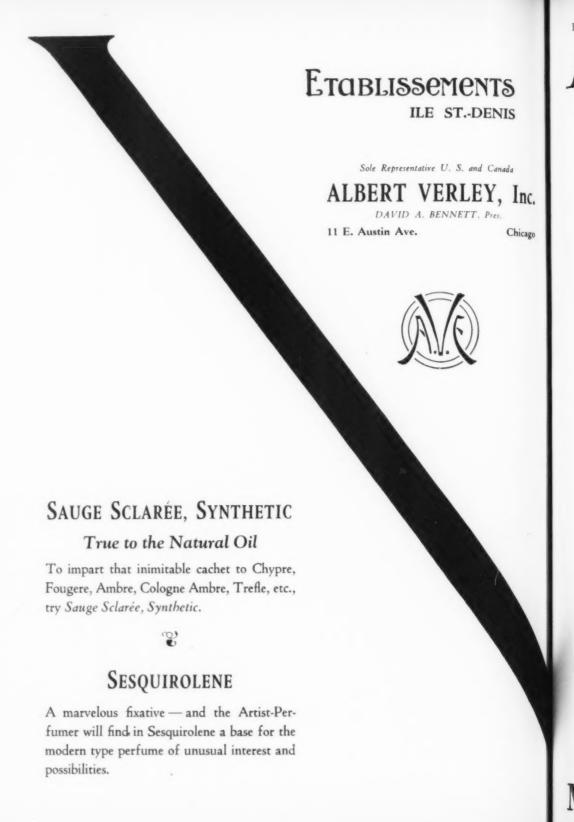
Sole Representative U. S. and Canada:

#### ALBERT VERLEY, Inc.

DAVID A. BENNETT, Pres.

11 E. Austin Avenue

Chicago



## A single word omitted from the testimony

... is a "little thing" that makes a big difference

HE successful manufacturer of fine products L is essentially a man to whom constant vigilance is a daily watchword. He appreciates the importance of the many little things that give his products quality-little things that might turn success into failure.

Little things, too, are tremendously important in manufacturing Mathieson Fine Chemicals. Neither skill nor facilities are spared in maintaining the high standards of quality which distinguish every product bearing the Mathieson label. See that Mathieson flavoring materials are used consistently. Note for yourself how "little things" make a big difference!

When important legal cases are tried, the so-called little things are of utmost importance. Frequently a word—perhaps a single comma—unintentionally omitted from a legal document becomes a deciding factor in a case where property valued at millions-or even life -hangs in the balance.



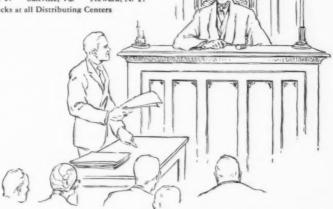
250 Park Avenue, New York City

Chicago Philadelphia Providence Charlotte Cincinnati Works: Niagara Falls, N. Y. Saltville, Va. Newark, N. Y.

Warehouse Stocks at all Distributing Centers



VANILLIN COUMARIN BENZOATE OF SODA BENZOIC ACID BENZALDEHYDE



MATHIESON IEMICALS

FEBR



Bright new moisture.

proof shades of rouge and
lipsticks are the fashion for
spring and Summer.

We have developed some unusually attractive ones -- all ready for you to As usual -- most attractive prices.

Rouge and Powder Compacts

Bulk Face and Sachet Powders

Bulk Face and Sachet Rouge

Lip Sticks—Crème Rouge

Loose Powder Vanities

Eye Shadows

All products strictly hand made, thoroughly sifted and bolted, making for smooth, clean merchandise.

Only pure certified colors, guaranteed harmless, are used.



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Chicago, Ill.

Bulk Packing Complete Packages

Private Label Assembly





Atlantic Manufacturing Co. 555-563 So. Belmont Ave., Newark, N. J.

Western Representative:

I. D. FADEN, 300 West Adams Bldg., Chicago, III.

Phone State 2624

#### COMPAGNIE DUVAL

32 CLIFF STREET

NEW YORK, N.Y.

#### MODERN TYPE PERFUME OILS

Recently we have developed a series of very fine distinctive perfume oils of interest to firms contemplating additions to their lines. These concentrates give excellent results wherever modern upto-date odors are required. The same odor types are available in oils suitable for perfuming creams, powders, lotions, etc., as well as in the manufacture of perfumes. Let us submit samples to meet your specific requirements.

SCHMOLLER & BOMPARD - GRASSE, France
LIQUID FLOWER OILS - ABSOLUTES - RESINOIDS
Of renowned purity—uniform in strength

#### DRAGOCO - HOLZMINDEN, Germany FINE PERFUME MATERIALS

Should you require good fixative agents your attention is directed to the Liquid Styrax and Liquid Amber of their manufacture.

Valuable in all types of perfume work.

MARIO DE PASQUALE - MESSINA, Italy
Manufacturers of Citrus oils and Terpeneless oils
of the highest quality

D. M. BAKARDJIEFF - KARLOVO, Bulgaria
Otto of Rose as it comes out of the still

We will be pleased to submit suitable samples together with prices upon request

Attacked
are a few
of the many new finisher
in inetal
by

STANLEY

We will send details and full range of samples upon request.

STANLEY MANUFACTURING COMPANY of DAYTON, OHIO

New York Representative - - - - - S. WOODSON HUNDLEY
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#### The STANLEY MFG. Co.

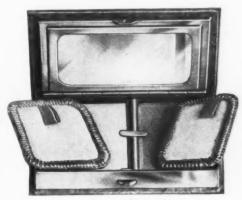
DAYTON, OHIO, U. S. A.

Members of American Manufacturers of Toilet Goods Association

#### A New Winner . . . .

Introduced By the World's Largest Manufacturers of Cosmetics and Novelties.

A thin model, double book compact with press button. Covered in assorted colors with rouge, powder, two vanity puffs and mirror included.



Number 750 Open



Number 750 Closed

This item is without doubt the greatest value in the history of the cosmetic industry.

Order this marvelous sales item by number only. Packed one to a box, six to a container. Samples and prices upon request.

#### THE REICH-ASH CORP.

59-61 READE STREET, NEW YORK CITY

Chicago Representative: A. J. ROSENBERG, 300 W. Adams St.



U. S. Patent Office to S. T. Morrison and assigned to Sagamor Metal Goods Corp. Infringement of this patent subject to prosecution.

#### Sagamor Metal Goods Corp. 318 East 32nd Street, New York City

Phone Lexington 3028-9

Cable Address: SAGAMETGO-NEW YORK
-A. B. C. Fifth Edition

New York Representative: D. BRADENSTEIN

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Representative:
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GREAT SHIPS—strings of tank cars—motor trucks—warehouses—chemical laboratories—all at your instant command through our finger-tips!

The world's largest, smoothest-working producer and deliverer of alcohol products.

Unlimited quantity for the largest buyer—immediate attention to the smallest.

And perhaps most important of all, a rigid insistence on uniform quality. Standardized materials for standardized products—at prices that are always "in line."

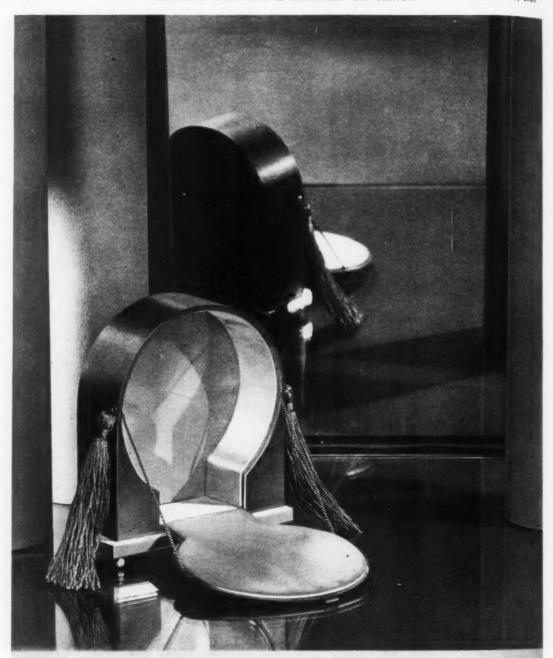
### U. S. INDUSTRIAL ALCOHOL CO.

U. S. INDUSTRIAL CHEMICAL CO., INC.

110 East 42nd Street

New York, N. Y.

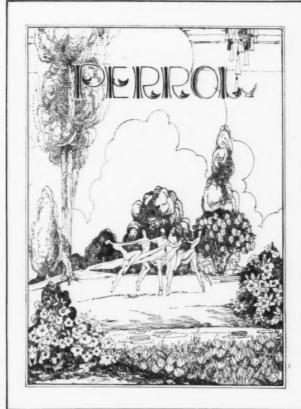
Sole Manufacturers of PYRO—the standard anti-freeze



Refinement and beauty reflected - a fitting complement for an exquisite product.

### KARL VOSS CORPORATION MANUFACTURERS OF PAPER BOXES

Lipton Bldg., Fifteenth St., Hoboken, N. J.



Perrol imparts a true natural flow-eriness—the note

common to all flowers, yet not identified with any single odor. Perfumers have long sought such a body. It has been called "a great American contribution to the art and science of perfuming."

May we suggest that you send for a sample of Perrol, and work with it in your formulas?

### van AMERINGEN inc.

Essential Oils, Aromatic Chemicals, Natural and Synthetic Flower Oils



30 IRVING PLACE, NEW YORK, N. Y. 180 NORTH WACKER DRIVE, CHICAGO, ILL.

Manufacturing Laboratory, 451 South Jefferson St., Orange, N. J.



A Policy

In our laboratory at Orange, N. J., we started to manufacture, for our own use, absolutely pure products, better than we could obtain in any other way. The idea was: "if we cannot make them purer and better we will not make them at all."

Others wanted to obtain these grades of aromatic chemicals. We had to enlarge our facilities, increase our operations. But we never changed our policy of making only the finest products that could be produced. Nor will we ever change.

Perfumers are thus assured of uniform fineness in the most important aromatics. We pledge ourselves to uphold this standard for all time.

van AMERINGEN inc.

Manut

### Send for Samples

We offer the following products for examination both as to physical constants and odor. Convince yourself of their absolute purity and supreme odor quality.

Coeur de RHODINOL

Coeur de LINALOOL

FLOMINE (Amyl Cinnamic Aldehyde)

We make a large number of the esters in general demand among perfumers. Also many other primary materials. Each conforms to our rigid standard of excellence. You can therefore place absolute confidence in every one of our products. If this reliability is required, send for samples of any aromatics you are interested in.



### van AMERINGEN inc.

### 



Essential Oils, Synthetic Chemicals, Natural and Synthetic Flower Oils

30 IRVING PLACE, NEW YORK :: 180 N. WACKER DRIVE, CHICAGO

### **EPICINE**

for lift — for spiciness — for carnation types

Epicine is very powerful. Used judiciously, it has a very important place in many compositions.

SEND FOR SAMPLE

### The Standard — ALVA JASMIN — \$28 per pound

More than 3 years the leader in its class.

No product can attain and hold this position without genuine merit.

Examine Alva Jasmin yourself. Try it in your formulas and see how it improves your products.

SEND FOR SAMPLE

# Try this PERROL Demonstration

Use 1 PART PERROL 3 PARTS ROSE OIL

(any one you are now using)

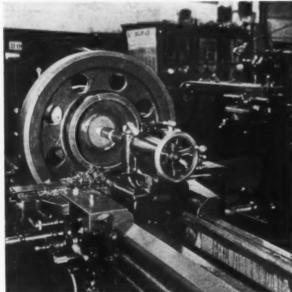
Note how Perrol adds floweriness and produces a distinctive, natural-smelling rose odor.

Send for Samples

Printed by Service Department id

LE

a glimpse at the Jun



### Experimental

. . . preliminary to bringing out from our machine building division, a new design for an extrusion press of 300 tons capacity, inertia tests are being conducted.

Frank flynch

QUALITY

CANNOT

COPYRIGHTED

FEB



ARTISTIC COLLAPSIBLE TUBES

New York Office 41 Park Row

AT HILLSIDE, N.J

### Pure, Unmitigated Work

....it has been further fortune to have such an abnormal growth....that since our production started in May of '25,...we have been,...and are still, working close to the limit of physical....and mechanical capacity. A growth of 50% per year is our limiting factor....to live up to our requirements of inspection.

Frank Hofush

P.S. Our accounts will average 30,000 gross each.

(Thank you for reading this advertisement)

TIN HAS NO ECONOMIC SUBSTITUTE



### Superior Compacts

and

### Vanity Powder Puffs

Sole Manufacturers of
NEAR KID and SILVER LIGHT
Capping Skins

Established 1883



# ALUVIII UVI Collapsible Tubes



When you stop to consider their great advantages, it is remarkable that Collapsible Tubes made of Alcoa Aluminum also effect real economies. Coupled with their initial saving to you, is the substantial reduction in packing and shipping costs which they make possible.

ALUMINUM COMPANY OF AMERICA 2458 Oliver Building, Pittsburgh, Pa.

Offices in 19 Principal American Cities

ALUMINUM IN EVERY



COMMERCIAL FORM

FEBRU

Containers MODERN EXPRES

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The persuasiveness of an exquisite

container cannot be overlooked when its DUTY is to sell a tender Product. Place it in a FILLKWIK container, the handiwork of the jewelers' craft.

Whether your need is a "Petite"

bit of Paris or a package of mystery, as expressed in modernistic design, the artisans of this organization await word to mold your setting.

ENAMELINGS IN STRIKING COLORS-IN MODISH **DESIGNS AND EFFECTS** 

TLEBORO, MASS. WORTHY COMPACTS FOR WORTHWHILE PRODUCTS



### Imperial Leak-Proof Sprinkler Tops

EAK-PROOF stoppers—that are perfectly machined so as to give the user good service—Neat and attractive, harmonizing with the container and adding to the beauty of your package.

### Imperial Metal Manufacturing Corp.

QUEENS BOULEVARD AT 38th STREET LONG ISLAND CITY, N. Y.

Phone Stillwell 7670-1

WESTERN REPRESENTATIVE

I. D. FADEN & CO.

300 West Adams Bldg.

Phone State 2624

Chicago, Ill.



# Perhaps this has a suggestion for YOU, too!

# MEMORANDUM FROM THE OFFICE OF THE PRESIDENT TO: Superin ten deut Let's not get in a jame for time on our coming equipment replacement. Let's go over our probable requirements right away and then write the Stokes Machine Co. for suggestions. PRESIDENT

You know what the "rush" order may mean. Customer does not take time to investigate and specify his needs properly. Manufacturer is not allowed time to survey customer's needs. Order is rushed through factory. Result—more or less

dissatisfaction. All due to "rush." Consult us now on your coming needs. Our engineers and laboratory are at your service. The list below will suggest equipment about which you should write us for suggestions to meet your needs.

Compact Presses
Powder Fillers
Tube Fillers and
Closing Machines

Cream Fillers Cream Kettles Lip Stick Molds

Eyebrow Pencil Molds Conveyor Tables Cooling Tables Ointment Mills Bottle Washers Water Stills Special Equipment

See our exhibit at the Twelfth Exposition of Chemical Industries, Grand Central Palace, New York, Booth 77, May 6-11, 1929.

### FJSTOKES MACHINE COMPANY

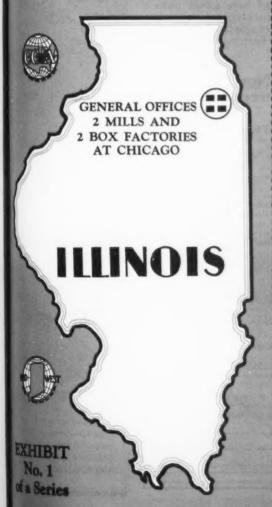
Pharmaceutical Machinery since 1895

5812 Tabor Road

Olney P. O.

Philadelphia, Pa.





### MILLS and BOX FACTORIES (CORRUGATED, SOLID FIBRE and BOXBOARDS)

of the

### CONTAINER CORPORATION OF AMERICA and MID-WEST BOX COMPANY

### IN ILLINOIS

THE Corrugated and Solid Fibre box factories at Ogden, our Chicago Division, ship their products broadcast over many states, primarily Illinois, Iowa, Missouri, Wisconsin, Minnesota, parts of Michigan and Indiana and states west of the Mississippi River as required.

Our Chicago Coated Board Mill distributes Boxboards for setup and folding boxes, paper tubes and cans throughout the Middle Western and Southern states, extending sales as far east as Buffalo, New York.

Our Chicago Ogden Mill manufactures Test Liners and Chipboard for shipping containers.

At Chicago, are also maintained our main Laboratory for Chemical and Physical Research, a large Machinery Construction division, a self-contained Rubber Die division and one of the largest waste paper plants in the country, the Pioneer Paper Stock Company.

This gives the Company control of important raw material sources and basic equipment which not only insure quality and perfection of products but also tend to reduce cost to consumer.

### OTHER FACTORIES AND MILLS

at Cleveland, Ohio, Philadelphia (Manayunk), Pa., Fairmont, W. Va., Charleston, W. Va., Cincinnati, Ohio, Anderson, Ind., Kokomo, Ind., Circleville, Ohio, Natick, Mass., and Bridgeport, Conn.—

WILL BE FEATURED IN LATER INSERTS

### A Great Variety of Goods - Fragile, Solid and Liquid Now Packed in Fibre Board Containers



House

Paint

















sh



Wherever goods are manufactured - th you will find our b reducing packing and shipping costs.

### A Clearing House for Better Boxes Combining Quality **Economy and Ingenuity**

THE unusually high rating of the among and Solid Fibre shipping containers among attribute first to their outstanding Quality, and secondly, to their proved Economy. We have as far as is humanly possible eliminated guesswork in manufacture. As regards performance, we refer you to any one of our many clients. What our containers are doing every day for others—they can do for you. Always dependable, they have solved many hitherto troublesome packing and shipping problems for hundreds of shippers-and these problems may be yours. Write us when in need. See COUPON.

### Some Industries Now Using Our Solid Fibre or Corrugated Boxes

Bakery Goods Canners **Building Material** Sporting Goods Books and Magazines Crockery Bottlers Fruit Packing Radio Goods Pictures Vegetable Growers Meat Packing Dairy Goods Soap and Chips and Washing Powders Matches

Furniture Stationery Lamps and Shades Tobacco-all forms Perfumery Paints and Varnishes Automotive Glassware Insecticides Rubber Goods **Electrical Goods** Men's, Women's Furnishings Millinery

Breakfast Foods Proprietary Remedies Spices Foods-All Kinds Instruments Brooms, Brushes, Etc Ceramics Leather Goods Doors Hardware Dry Cell Batteries Enamelware Filing Cabinets Electric Light

Bulbs

### CONTAINER CORPORATION

Confectioner

Carpets and Rugs

and MID-WEST BOX COMPANY

111 W. Washington St.

Chicago, Illinois Six Mills - Twelve Factories - Capacity over 1200 tons per day

-RETURN COUPON-CONTAINER CORPORATION OF AMERICA 111 West Washington Street, Chicago Gentlemen: Please have one of your experts check our present packing and shipping methods—without obligating us—for the purpose of reducing our costs if possible.

Address









Made under careful human supervision-strong, uniform wall thickness - real cut-thread neck, superbly lithographed . . . . at a price you'll like . . . .

ART TUBES



IRVINGTON, N. J.

shipments . . . . but we're never too busy to appreciate small orders.



An Editorial by LAURENCE General

THE 1929 New York Automobile Show is now a matter of history. It is all over until next year. And not only is it a matter of history for the automobile trade but it is even a greater event in the world's history. It marks the accomplishments of an industry just a little over twenty-five years of age. A baby in fact, but one that has announced at this show its tremendous possibilities for the future.

It has told its story to the public in no uncertain language. And the public was anxious to hear it and even paid some many hundreds of thousands of their dollars to hear and see this message. People seem to appreciate more the things that they have to pay for. Autos can be seen any day of the week. All that is necessary is to visit the sales-room.

But get the psychology of this great Auto Show. People proved conclusively that they would rather shop where they could see ALL of the various makes of cars and backed up their opinion in this matter with some half million of dollars paid in admissions. They also prove that they would rather BUY cars in such a manner by the purchase of some millions of dollars worth of automobiles during the period of the show.

And then take the manufacturer's viewpoint. He spends thousands and thousands of dollars in order to make a good showing for his cars. He fights (and he has to fight hard to get space), for the right to show his cars. He advertises it individual ly. He makes the greatest supreme effort to get his products over at the "big show." It is a big event in his career. One firm spent upwards of \$25,000.00 to have an illuminated airship flying over the city during the night carrying the message that its cars were "The Hit of the Show".

Now the Perfumery and Toilet Goods industry has a similiar chance. It can only be big and of importance to the extent that the trade will help it. It must represent the combined efforts of the manufacturers and not the feeble strength of a few individuals. What the Auto Show accomplishes for its group this National Beauty, Perfumery and Toiletries Show can do for its members. And what is more it WILL do it It is a sign of the times and is eventful.

BARD Directo

Perfum

National Beauty.

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Perfumery and Toiletries Show

The management of an Auto show and the management of a Beauty show are two very separate and distinct projects. Possibly the manager of the Auto show would feel all at sea attempting to conduct a beauty show. And the same can be said of the manager of a Beauty show trying to manage an Auto Show. Primarily, however, they are the same. Showmen. Their chief object is to "put the show over".

So much is planned and even now arranged to help this great project of the National Beauty Perfumery and Toiletry Show to be the success that it should and undoubtedly will be that it would fill quite some pages of a good sized book. It is better explained in a personal way and those who have listened to this have joined up with the movement and are now its most enthusiastic boosters. At least 80% of the people called upon have taken space.

The representatives, whose pleasure it is to explain all about the show, are out on the street all day-every day. They pass and repass your very door many times and it would only take a minute to drop in and talk it over. A word from you and they will ring your bell.

> Our New York Phone Number is Caledonia 4530

# National Beauty, Perfumery and Toiletries Show Sixtisted begins Show LAN. 2. Land Lander Services

247 Park Avenue

New York

March 27th to April 5th

1929

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# EVERYBODY THENEW TREND TODAY IT'S



SALES and Profits come from riding with—not bucking—the style trend.

The popularity of the leather covered vanity is due not only to its greater attractiveness. It is because women naturally desire quality—and leather has always suggested quality.

Get your package in step with the times. You will find a new package—correctly designed—is a mighty stimulating tonic to your sales.

> Let our designers show you how harmoniously leather and metal combine.

DAVID H. ZELL, Inc.

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bine.

# HAS NOTICED IN VANITIES ... LEATHER

Is your product competing with a score of others? Let us show you some new and interesting designs which will bring it out of competition.

You can have exclusive rights on the style you select on quantity orders.

Let's get together and see if we can't produce a winner for you. Our success in designing some of the outstanding packages of today is your assurance of intelligent cooperation.

To talk it over implies no obligation. Phone Canal 6748, or write today.





Designers and Manufacturers of the Unusual in combination Leather-and-Metal Vanities

536 Broadway, N.Y.

THE tag Vertica it is n pose m

is insta

to hav

mix, a

still a

this on

this we

by any

creams

pastes,

beats

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# t Seals Tightly

NLOSE your bottled packages with Armstrong's Corks and you can be sure that they will be sealed tightly and the contents protected from leakage, loss of strength, or contamination.

Sealing a bottle with an Armstrong's Cork is a simple operation. Inserted by hand or machine, it holds securely until it is removed. Then, too, a cork is resilient and fills up irregularities in the glass which would cause "leakers" with other types of closures. In addition, cork-finished bottles have broad pouring lips—a convenience for you in filling them and for the consumer in using your product.

For samples and prices write Armstrong Cork Company, 139 Twenty-third Street, Pittsburgh, Pa.



# Armstrong's Corks

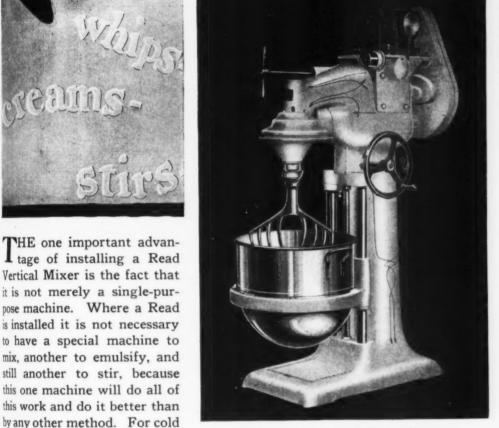
A grade for every need---Every sack guaranteed

creams, salves, greases, tooth pastes, nail polish—a Read

beats anything you've ever seen—and beats it right.

SEND FOR
CATALOG

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THE READ VERTICAL MIXER

READ

READ MACHINERY CO., YORK, PA.

More quire she b

### French-American Glass Co.

175 FIFTH AVENUE, NEW YORK

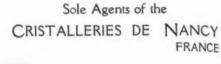
Special for

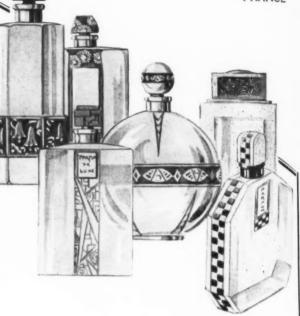
High Luxury Bottles

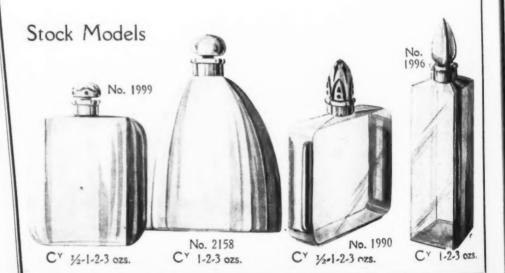
THE MOST IMPORTANT PRODUCTION IN THE WORLD

Study of Models

MOULDS ENAMELING DECORATION PATINA, Etc.









# Last and Lasting Touch of Good Taste

To find the product and package with appeal for the feminine buyer is the unceasing quest of toilet preparation manufacturers.

More and more, milady requires that the perfumes she buys be packed in beautiful, colorful containers.



Capes - l'iscose, Inc., 132 Madison Nove., New York

For years manufacturers have regarded Capes-Viscose as the simplest means of heightening the appeal of their bottled products. Capes-Viscose do add that last color-touch needed to distinguish a very eminent product.

# CAPEJ-VIJCOJE

Now manufactured and sold by

Du Pont Cellophane Company... Cellulose Cap Division

- n 1 A ---- Now York City



What Are Capes-Viscose?

Capes-Viscose are hoods of cellulose shipped moist in sealed tin containers ready to put on. While wet, they are easily and quickly slipped over the tops of the corked bottles. They dry rapidly and shrink smoothly, forming a tight, tough, sanitary seal that absolutely prevents loss

of contents by leakage or evaporation. No machinery required. So Capes-Viscose come in all colors and sizes. Send for samples.



CAPES-VISCOSE, INC.

Sales Office: 132 Madison Ave., New York. Factory: Delawanna, N. J.

Chicago Distributor: WILLIAM A. SUSANKA, 22 West Kinzie Street, Chicago, Ill. Western Distributor: I. F. SCHNIER COMPANY, 163 Main Street, San Francisco, Cal. Canadian Distributor: FREYSENG CORK CO., Ltd., Montreal and Toronto, Canada



CAPES-VISCOSE-IN ALL COLORS-FIT ALL CLOSURES

Now manufactured and sold by

Du Pont Cellophane Company . . . Cellulose Cap Division

### The ROBERT NEUMANN Co.

1638-42 Central Ave.

Cincinnati, Ohio

### Consider Your Container

- -Does its beauty compel attention?
- -Is it dainty and convenient?
- -Does it sell readily?

If not, write us for full information about our service in supplying the very latest ideas in beautiful band made or machine paper boxes for perfumes and toilet preparations.





Hand Made

or Machine

The Better

# 11 More

### Kiefer Automatic Rotary Vacuum Filling Machines



At the present time 11 more Kiefer Rotary Vacuum Filling Machines are being built to order—

5 for medicines

2 " antiseptics

1 " lotion

2 " liquors

1 " toilet water

SPI

When these machines are installed, it will bring the total of Kiefer Automatic Rotary Vacuum Filling Machines in use well over 150.

Write for a list of users and ask them about this machine.

Learn why the Kiefer Automatic Rotary Vacuum Filling

Machine has come to command the preference it does.

Made in four sizes: 24 tube, 18 tube, 12 tube, 8 tube. Neat, accurate bottling at high speed.

The Karl Kiefer Machine Company Cincinnati, Ohio



MEETS THE **ACID TEST** 

in all branches of chemical service





U.S. FINISHIN

SPENCER PER

GLASS -LINED EQUIPMENT as made by Pfaudler, the originators, has met the "acid test" in all branches of chemical service for the past quarter of a century, During this period its remarkable resistivity to many kinds of acids has been demonstrated time after time.

Backed by such a wide experience Pfaudler is in a position to offer you glass-lined chemical processing equipment (built according to the highest mechanical standards) that will meet a great range of service. In other words when you install Pfaudler equipment you do so on a pre-tested basis.

With the beginning of the new year let us be of greater service to you. In the meantime please accept our sincere thanks for your share in making 1928 one of the busiest in the company's history!

THE PFAUDLER COMPANY

Chemical Division.

Rochester, N. Y.

VANADIUM CORP.

New York

Elyria, O.

Chicago

San Francisco

Pfaudler-Elyria Div. 1442 Conway Bldg. 122 New Montgomery St.

FEBRU



### MADE IN WORCESTER, MASSACHUSETTS

Some of Worcester's \$00 manufacturing plants are the world's largest producers in their lines.

Among the thousands of products are the following leaders:

ABRASIVE PRODUCTS
AUTOMOBILE PARTS
BELTING
BLOWERS
BOULEWS
BRUSHES
CARPETS AND RUGS
CASTINGS
CHAIRS
CHAIRS
CORSETS AND UNDERWEAR
CRANKSHAFTS
DRILLING MACHINES

DROP FORGINGS
DRYERS
ENVELOPES
FIREARMS
FIRE ALARM SIGNALS
FLOOR TILE
GRINDING MACHINES
GRINDING WHEELS
HARDWARE
LABELING MACHINERY
LATHES
LEATHER GOODS
LOOMS

LUNCH CARS
MACHINE TOOLS
MICROMETERS
MILLING MACHINES
MUSICAL INSTRUMENTS
OVERALLS
PAPER MAKING MACHINERY
PLANERS
PRESSED METAL
PULPSTONES
RADIOS
RAILWAY CARS
RAZORS

REFRACTORIES
ROLLING MILLS
ROTARY PRESS BLANKETS
SCREWS
SHOES
SKATES
SMALL TOOLS
SOLE LEATHER
SPRINGS
SPRINKLERS
STOPS AND VALVES
STOKERS
STRUCTURAL STEEL

TEXTILES
TEXTILE MACHINERY
TIRE FABRIC
VACUUM CLEANERS
VALENTINES
WALL PAPER
WATER METERS
WIRE
WIRE FABRICS
WIRE GOODS
WIRE MACHINERY
WOOD WORKING MACHINERY
WRENCHES

Vanity Cases

Rouge Cases

Paste Rouge Containers

Lipstick Containers

Eyebrow Pencil Holders

Perfume Bottle Caps

Metal Novelties to order

Special beautiful designs to order

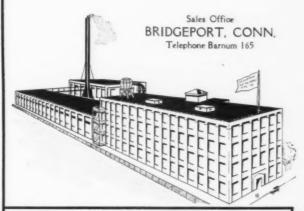


# METAL GOODS of QUALITY

WE manufacture to your design, or help you create special designs.

Our extensive facilities for quantity and quality production are ready to serve you.

Send blueprint or drawing for estimate, or better, let our representative call.



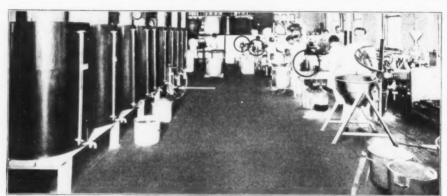
THE BRIDGEPORT METAL

GOODS MFG., CO.

ESTABLISHED-1909

BRIDGEPORT ~ CONN.

# SELECT + ALSOP + LIQUID-HAMPLING



View of part of the plant of Hoyt Bross, Inc. . . . one of the many leading manufacturers using ALSOP "Hy-Speed" Electric Equipment and Glass-Lined Tanks for efficient and economical production.

THE proper processing of the various liquid ingredients used in the manufacture of Perfume and Barber-Supply products has been the subject of our incessant practical study and intensive research for years. Gradually, through that period, we have

"Hy-Speed

PORTABLE ELEC-

TRIC INTERNAL

PRESSURE FILTER

designed and manufactured the various machines comprising the only complete line of its nature in the field.

■ Each unit of this line has contributed to the greater economy. speed, and facility of carrying out that process for which it has been designed.

Usarious combinations of these units, used in conjunction, will equip . . . at remarkably low cost . . . . a complete, efficient factory for the

production of liquid aromatic products.

Tyou may rest assured that our years of success in delivering over 30,000 "Hy-Speed" units mean a warrant of service and satisfaction that no other concern can possibly give.





### Alsop Engineering Co.

Electric Mixers, Filters, Pumps, Bottle-Fillers, Glass-Lined Storage and Mixing Tanks
47 WEST 63rd STREET

NEW YORK CITY

### -Metal Specialties-

Lead and Tin Collapsible Tubes

Plain or Decorated.

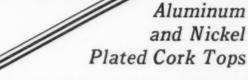
### Sprinkler Tops

for Perfumes, Lotions and Toilet Waters. (Furnished with corks or ready for crimping on bottles.)

### Rectal Pipes

for Pile Ointments.





Lead and Tin Coated Spouts

for Oil Cans and Fluid Lighters.

Highly Polished Coppered Cans

for Essential Oils.

Over seventy years of experience in the manufacture of metal specialties enables us to offer products of dependably uniform workmanship. Write for samples and full information.

Consolidated Fruit Jar Co.

ESTABLISHED 1858 New Brunswick, N. J.

FEBR



# NEW! Molded Caps in pleasing colors

Make your product more salable



We are offering BAKELITE or DUREZ caps for all sizes of bottles in shades to harmonize with any packaging color scheme,







MACK
Molded in Color
CAPS

Bakelite or Durez

MACK MOLDING CO.

LITTLE FALLS NEW JERSEY



1 oz. "Namur" Bottle with "Namur" Stopper

Designs and
Glass of
Character

T. C. WHEATON CO.
EXPERT BOTTLE BLOWERS
Established 1888

MILLVILLE, N. J.

Sales Offices:

165 Broadway, New York City—Phone Cort. 4917
300 West Adams Bldg.—Chicago—Phone State 2624
40 Court St. — Boston — Phone Congress 5331
2350 California St.-San Francisco-Phone Walnut 2734

### HEAVY LINEN FIBRE

### White French Filter Paper No. 501

Rapid Filtration of Large Quantities - Very Strong

### Finest Quality on the Market

For Quantity Production

SIZ						PRIC	CES
13	inch	Diameter	5 bale	lots@	\$ .26	per	lb.
	**	**	Single	Bales@	.28	**	4.5
18 20 24 26 32	**	**	50 lb.	lots @	.30	**	**
32	44	**	25 lb.	lots @	.40	**	41

### PACKED AS FOLLOWS:

				Bales Bales									Bales Bales
18	inch	55	lb.	Bales	32	inch	55	lb.	26 Bales	inch	55	lb.	Bales

Five bale lots singly or assorted sizes obtain 5 bale prices



Showing original Bale No. 501 Filter Paper

GEO, K. DILLER 90 West Broadway, New York

August Giese & Son

162 William Street, New York



### Why Colloidal Clay No. 3 Improves

FACE POWDERS, COMPACTS, TOOTH PASTES, SOAPS, ETC.

BECAUSE of its extreme fineness, its surface covering capacity is enormously increased for a given volume. Due to its method of preparation, (from choicest KAOLIN) it is free from absorbed salts, grit and all foreign matter. It is highly absorbent (tests show its oil absorption to be greater than other Kaolins). It has infinitely soft texture and is remarkably clinging. It is inert chemically to all materials

used in cosmetics. It is physiologically harmless (it is being used medicinally). It is odorless and serves to retain odors in powders; in soaps it is a valuable fixative. Soap lather is improved; cracking is minimized. It makes tooth pastes soft and serves to keep them moist. It is an admirable fills. soft and serves to keep them moist. It is an admirable filler, has an excellent white color and runs uniform in quality, Reasonable in price; economical in use.

PRICES

Less than two tons (single bag minimum), per lb. 6 cents. Two tons, per lb. 57/8 cents. Five tons, per lb. 53/4 cents.

If your chemist has not received sample it is awaiting his request. With sample we would be pleased to hand you valuable, tested formula for its use in face powders. We also supply TALCS,

Descriptive leaflet available.



### HAMMILL & GILLESPIE, Inc.

Established 1848

F. o.b. Carteret, N. J., bags inclusive.

225 Broadway

**NEW YORK** 

Phone: Barclay 5067

### No line of toilet goods can succeed.... without a Good Face Powder

NVERY woman uses Face Powder, E even though she may not indulge in any other cosmetic. But to all women "Face Powder" means "The Essential."

Making Face Powder of the right sort has been one of our accomplishments for more than twenty-five years, and making a "Better Face Powder" is one of the achievements which the trade generally concedes to us.

We use none but the best and purest ingredients, the highest type of machinery, and the cleanest and most sanitary methods. Our chemists are experts at making Face Powder.

Present vogue calls for many unusual tints in Face Powder and requests for new shades reach us constantly. Following are some of the latest creations, all of which can be adopted by you under any names you may choose:

Sunburn Pearl of the Orient

Creole Apricot Palm Beach Riviera

Mexican Tan High Brown

In addition to these, the customary shades of Flesh, Natural, Brunette, Rachel, White, etc., are, of course, still in the lead.

We are headquarters for the right sort of Face Powder at the right price and no order is too large or too small for us to handle.

THE KLINKER MANUFACTURING COMPANY

9200-9210 Buckeye Road, Cleveland, Ohio

"OSMO"..

### Morson's Colloidal Kaolin

For Face and Toilet Powders, Dental Paste and Soap.

WOULD you like to try out a totally new and improved and absolutely pure base? It is called OSMO KAOLIN and it will influence the quality of your product because—

- —it is an extremely adherent impalpable powder that will cover a larger surface. It spreads evenly and smoothly over the skin and is not readily dissipated by perspiration.
- —Its great absorbing quality retains the most delicate and volatile flower oils and protects them against destructive action of lime that may be present as an impurity in chalk or other ingredients used in face powders or against the acidity of talcum. It is free from alkali and it is free from iron—therefore it will not discolor.
- —It contains no arsenic, lead or other heavy metals—all impurities soluble and insoluble have been removed, leaving the cream of the clay.
- —It is neutral and harmless to the most delicate skin; and is used in medicine for allaying skin irritations.
- —The material is selected as it comes from the mine—then processed insuring an unusual degree of fineness heretofore unobtainable. It contains no grit and requires no bolting.
- —Compacts made with OSMO KAOLIN are free from 'grain'—soft yet firm—and will not crack or pulverize on standing.
- —It is packed in lined wooden drums insuring freedom from dirt, soot, dust, ravelings and dampness.

Send for a Trial Sample

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## JASMIN LA ROMA

RAGRANT, distinctive and fascinating. A true Spanish Type that will meet with your entire approval. Suitable for Powders, Creams and Toilet Waters.

Will not discolor

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Natural and Synthetic Materials for Perfumers and Toilet Goods Manufacturers.

As Consulting Chemists, our many years of actual manufacturing experience are at your service.

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#### COLLAPSIBLE TUBES

in car loads or less—we've had the privilege of starting a good many in business—creating the design making the tubes—tubes now nationally known supplying filling and closing equipment—TUBES of aluminum—tin or lead—decorated or plain would you care to receive samples and prices?

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We Are Making Better Cosmetics

OUR SERVICE to manufacturing perfumers consists of Compacts in Rouge and Powder—Lipsticks in two-tone Orange and Indelible—Cream Rouge—Eyebrow Pencils—Face Powder and Talcum Powder.

CAREFUL ATTENTION given to complete packages under perfumer's private label.

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Your Friends Will Be There You Cannot Afford to Miss It

The Fourth Annual Dinner of the Drug, Chemical and Allied Trades will be held at the Waldorf-Astoria, Thursday, March 14, 1929, under the auspices of the Drug and Chemical Section of the New York Board of Trade.

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The famous "Reception" for an hour before dinner starts things with a "Bang" and provides valuable contacts.

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including Face Powder, Dusting Powder, Display Boxes, etc., etc.



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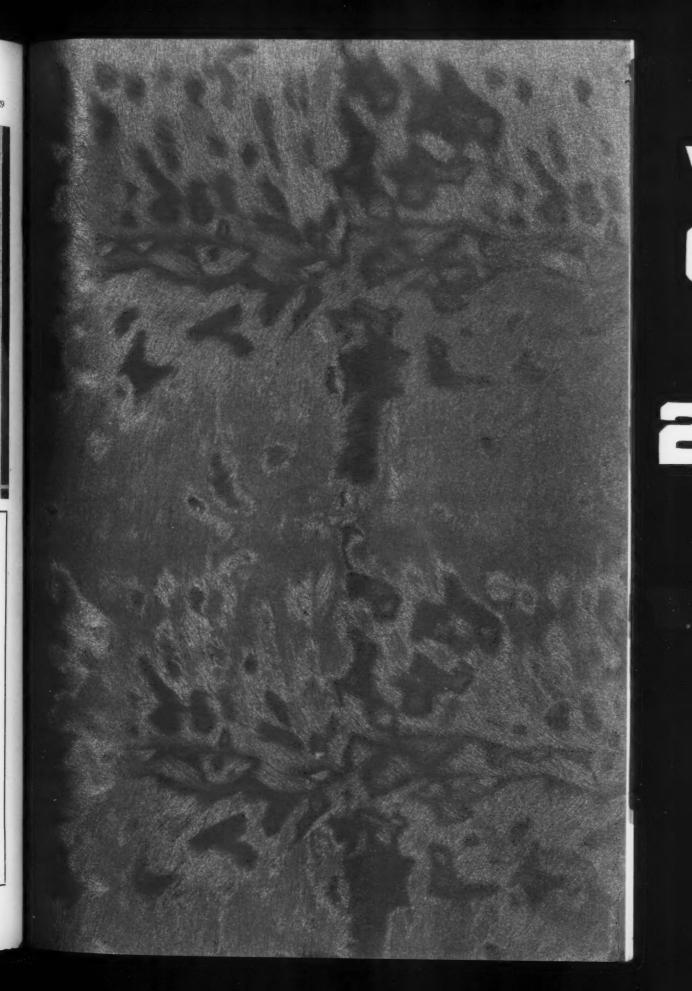
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Tear out this page and file it with what other information you have relating to Specialty Papers by Dejonge that give power to boxes.

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For the manufacture of

#### Cosmetics—Toilet Preparations—Perfumery

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Powdered

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Contains

NO SOAP BARK—NO FREE ALKALI—NO FREE ACID— NO HEAVY METALS—NO FOREIGN MATTER—NO ROSIN—NO SUGAR

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Odors Perfected

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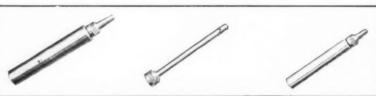
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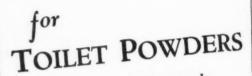
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Odorless. Impalpable. Pure White. Water Resisting. Great Adhesiveness. Light or Heavy as desired.

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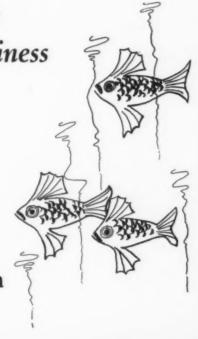
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Low Prices May be Bait to Attract Your Business

But consider—is it reflected in the quality of your tube? Oftentimes a low-priced product is the most expensive in the end.



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THE fire of desire can only be quenched by the actual possession of the package creating it.

This desire is implanted in the eye of the prospective purchaser by BURT designed packages—on sight the wall of sales resistance starts to crumble. Sales impelling presentation is half the sale.

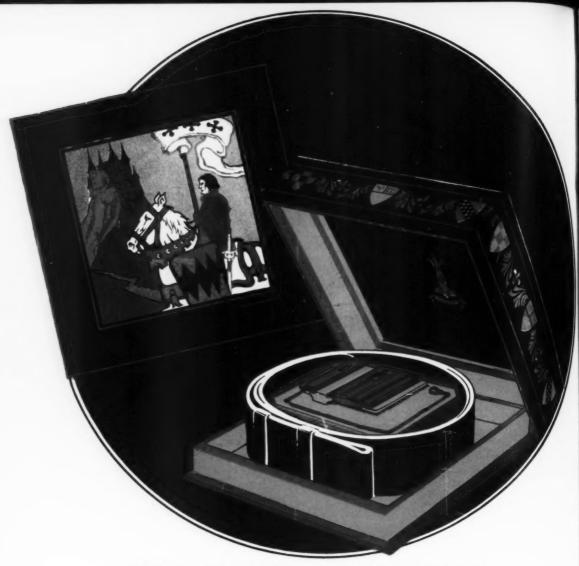
BURT has created new standards in Quality Packages for Quality Products. Your packages will demand and get consumer preference when made by BURT.

Look to BURT for Desire Creating Packages.

## F.N.BURT COMPANY.Ltd. BUFFALO.N.Y.

Manufacturers of Fine Set-Up Paper Boxes

BURT DESIGNS and CREATIONS



## RICH IN INDIVIDUALITY

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ONSIDER the thought, care and money you have expended to give your product that priceless ingredient of all quality merchandise—Individuality.

Can you afford to do less for your package that must bear the brunt of evoking the first sales contact?

BURT originality in producing packages of individuality is unquestioned, for BURT clients, producers of *Quality Products*, are legion.

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Manufacturers of Fine Set-Up Paper Boxes

BURT DESIGNS and CREATIONS

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200K at the Vanishing Creams illustrated above. Each is the product of a well-known manufacturer—each is used and liked by thousands of women—and each and every jar is sealed with a Duplex Seal.

Duplex Seals, both in sealing and re-sealing, keep the delicate vanishing creams soft and moist until the last bit is gone—easily operated—off with a quarter turn of the wrist—and on again with the same easy motion.

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Industrial Alcohol

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Scientifically manufactured. Non-staining for white soaps. Three new items-for exceptional results.

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Write W. F. McConnell, Secretary. 11 Park Row, New York City for particulars and make your reservation.

See pages 16 and 17 of our Jan.-Feb. catalog for an interesting article concerning Oil Citronella Java.

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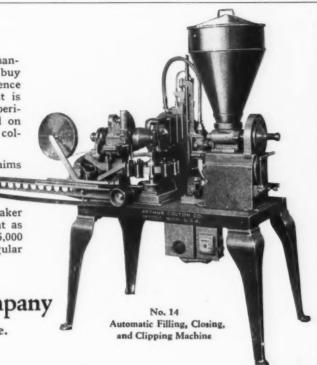
NEW YORK CITY

HEN you buy tube-handling machinery, you can buy "Colton" equipment with confidence that it represents the best that is built, designed after years of experience and that it is being used on over eighty per cent of all collapsible tubes.

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Feminine
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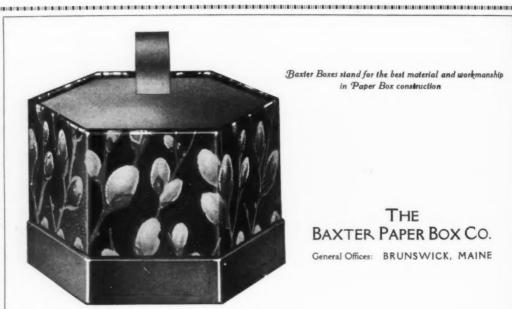
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Does not effloresce or
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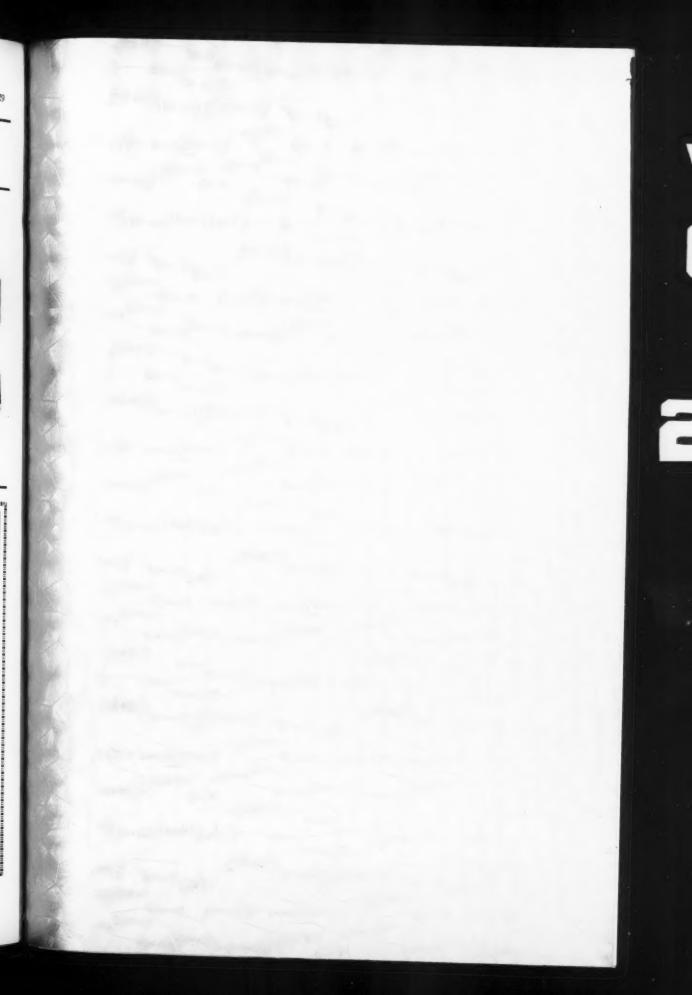
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INCORPORATED 1882

THE NORTHWESTERN CHEMICAL COMPANY

The Largest Makers of Butyric Ether in the World

WAUWATOSA

WISCONSIN

## It Is Good Business—

### To Install Equipment in Advance of Your Needs

Any manufacturer who waits to equip his plant until forced to do so by business thrust upon him, is not likely to attain the position in the industry that might easily be his.

Some manufacturers, particularly some of the smaller manufacturers with vision, who installed equipment in advance of their needs, or who have re-arranged their plants, have undoubtedly been well repaid for their foresight.

Somewhere between our conservative viewpoint and your vision of business possibility, lies the correct decision as to your need for modern equipment—and the equipment best suited to your needs.

Many years of experience in equipping toilet preparations, perfume and pharmaceutical plants coupled with a thorough knowledge of machinery and equipment gained from actual experience, enables us to offer you seasoned advice in the selection of face powder fillers, conveyor tables, tube fillers, etc., so as to secure the utmost efficiency in production at the least possible cost.

We will be glad to co-operate with you without obligation on your part.

Time, Money and Labor-Saving Machinery

George G. Rodgers Co. Established 600 E. Main St., SPRINGFIELD, OHIO



PENNSYLVANIA COLLAPSIBLE TUBE COMPANY

495 HEPBURN ST. WILLIAMSPORT, PA.

## Beehive Brand Beeswax

Sunbleached

The Standard of Quality For Over Seventy Years Purity Guaranteed

Spermaceti Ceresine Glycerine Stearic Acid Red Oil

Established 1855

WILL & BAUMER CANDLE CO., Inc. SYRACUSE, N. Y.



RANDOLPH BOX and LABEL CO. CHICAGO

Manufacturers of

FOLDING BOXES DISPLAY CONTAINERS LABELS and WRAPPERS



# POLAK'S FRUTAL WORKS

#### FRESIA FLORAL OTTO PFW

This compound is a real success. It gives a lovely odor, is flowery, lasting and powerful. Very useful for creams, powders and other toilet preparations.

We invite you to make a trial and shall be glad to send you working samples on request.

#### JASMINAL

A very intensive aromatic and powerful synthetic having the odor of the freshly cut flower. Our Jasminal replaces the NATURAL JASMIN successfully in many instances.

Jasminal is water-white and will not cause discoloration.

Ask us for samples and prices

NEW YORK OFFICE 350 West 31st St.

CHICAGO OFFICE 1203 Capitol Bldg.

#### For Toilet Powders

#### PLYMOUTH STEARATES

of

## ZINC-MAGNESIA-ALUMINUM-CALCIUM ZINC OXIDE-JAVA RICE STARCH

#### For Toilet Creams

PLYMOUTH REFINERY PRODUCTS

### COLD CREAM OILS—PETROLATUMS

IMPORTED STEARIC ACID

SUN BLEACHED WAX—CERESENE WAX—PARAFFINES

Exports—M. W. PARSONS—Imports

Plymouth Organic Laboratories

55 Ann Street, New York

## VANILLA BEANS

We are direct importers of all varieties of vanilla beans— Mexican, Bourbon, Tahiti, Gaudaloupe and Java. Years of experience enable us to give our customers prompt and efficient service. We have direct connections with all French islands of production.

Oil Geranium : West India Orange Ylang Ylang

Warehouses:

Marseille, France, and Papantla, Mexico.

Russell R. Sloan & Co., 81 Fulton St., New York, N. Y.

Consulting Chemist



Examination and supervision of raw and finished products
Analysis of cosmetic and toilet preparations
Chemical and microscopical examinations
Formulae and processes of manufacture
Research problems and investigations
Forensic chemical work, court cases
Microphotographic work

Correspondence invited.

115 West 68th Street
New York City

Phone: Trafalgar 1733



## H. C. RYLAND, Inc.





RYLAND BUILDING

### A lilac worthy of your Attention—

### OIL LILAC SUPREME

Just the product to impart that true characteristic odor of the lilac flower to your talc, creams or toilet waters.

A trial ounce, sent postpaid for \$1.00, will convince you of the merits of this lilac.



Manufacturers

ESSENTIAL OILS and AROMATIC CHEMICALS

Chicago Office: 360 N. Michigan Ave.

୬ଟ୍ନମ୍ବସ୍ତସ୍ତର୍ଗ୍ରକ୍ତର୍ଗ୍ରକ୍ତ

161-163 Water Street NEW YORK, N. Y.



## We are Saving Money

or many Successful Proprietors of Nationally Advertised Toilet Preparations

not for You?

Why not permit an executive of our company-with no obligation on -to explain in detail what Strong Cobb can do for you in helping to increase your profit-volume and lower manufacturing costs?

The Strong Cobb Method is unique in that it assumes, for many clients, entire responsibility for producing toilet specialties from formula to dealers' shelves-all at a pre-determined contract price.

If you feel that our taking part or all of your manufacturing and physical distributing burdens off your shoulders might release to you additional time for actual selling, a conference may be the starting point of an appreciable upward curve to your net profit-volume. Thong Coll Company, Suc.

12 Central Viaduct, Cleveland, Ohio New York Office, 30 Church Street

## Th. Mühlethaler, S. A. Nyon, Switzerland

7

## Basodors

#### AMBRE SYNTH.

Substitute for the Natural Ambergris. Wonderful fixative properties.

#### CHYPRE M.

A base for the new type of French perfume.

#### DIANTHUS FLOR

An excellent fragrance for carnation. Especially adapted for bouquet odors when the spicy note is desired.

#### FLEURS D'ORANGER

Orange Blossom note. Can be used as a substitute for the Natural Flower Essence.

#### IDEALINE EXTRA

A specialty of ours for over 20 years.

#### IXIA

A new base for fancy creations.

#### LILAC 16

Contains a new body; that which reproduces very closely the freshness of the flower.

#### **MUGUET 14**

Fragrance of the Lily of the Valley of the woods.

#### **OPOLINE**

Opoponax. A very fine modern fragrance especially suitable for recent new French creations.

#### ROSE ALPINE

25 years on the market and acknowledged as the best synthetic Otto of Rose.

Exclusive Representative in the United States and Canada:

## Orbis Products Trading Co., Inc.

215 Pearl St., New York, N.Y.

# New Toilet Goods Advertising Methods That Cut Sales Expense And Greatly Increase Profits

N spite of the tremendous competition, department store and chain store mergers, etc., you can sell more goods and make more money today than ever, if you go about it right.

But you've got to bring your selling methods up-to-date. The old ways, even the most successful, will not get the results they used to.

You've got to change some of your old policies. You've got to speed up your advertising copy. The results are amazing.

#### How \$40,000 Was Sold to 100 New Agencies Before Advertising Started

In 1928 a new manufacturer entered the toilet goods field with a complete line. We were appointed to handle this manufacturer's advertising.

First we revised his merchandising and selling policies. Then we laid out an advertising campaign along strikingly different lines.

paign along strikingly different lines.

Before advertising started we opened up 100 new agencies including the finest department stores in the United States. We sold these 100 agencies right off the bat over \$40,000.00 worth of merchandise. Not one cent's worth was placed on consignment. We did this WITH-OUT A SINGLE SALESMAN. Our only sales force was a very remarkable and unusual sales portfolio sent to the buyers.

Only a portfolio, yet so powerful and original was the advertising which showed in proof form, so excellent and business-like were the plans, so carefully had every sales possibility been covered, that the most hard-boiled buyer could see at a glance that the line would go over. And they BOUGHT—bought the full quota we had assigned to them. Every cent's worth of merchandise out was SOLD.

If you would like to see this remarkable sales portfolio we have it for you. The advertising and sales plans are unusual. But they can be used for any other similar products. They are based simply on experience and ability to put the story of the product into striking form.

We place experience first in sizing up the reasons for the immediate success of this line. During the past 15 years the principals of this organization have been personally active in the promotion of America's most outstanding toilet goods successes. We have handled over \$21,000,000 worth of advertising space for them.

Most important, we know the results of every copy slant and sales plan used by these big money-makers over a number of years. We have the figures on their successes and on their failures, because it is from figures that we work.

#### Valuable Data on Request

To get the intensely interesting portfolio mentioned above, and other valuable data, all you need do is write, phone or call. No obligation whatever. Write now while you remember it. Steuerman Service, Advertising, 15 East 26th Street, New York.

## **EXQUISITE PERFUMES**

The Finished Product in Bulk

#### PERCIVAL E. FALKINGHAM

Maker of Fine Perfumes

580 Fifth Avenue

New York

Telephone Bryant 1128

-FACTORY: ENGLEWOOD, NEW JERSEY-

## PILAR FRERES

Grasse (A.M.)

ESTABLISHED 1820

We carry in New York complete stocks of our *Natural Flower Essences*, also our *Baumodors*, soluble resins, interesting because of their low price, complete solubility and high fixative value.

We also carry stocks of Lavender Oil, all grades, distilled by us at our factory at Noyers s/Jabron in the Alps.

Samples and quotations gladly submitted.

Exclusive Selling Agents for United States and Canada

BENJ. FRENCH, Inc.

160 Fifth Avenue, New York



243P (4/5 actual size)

EAUTIFUL Rowell Paper Boxes help unusually well to build up sales because they appeal in an unusually irresistible way to discriminating women.

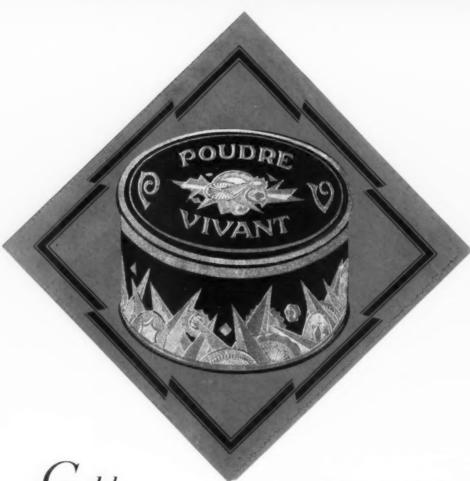
### E. N. ROWELL CO., Inc.

Batavia, N.Y.

New York Sales Representatives: Bristol-Smith, Inc. 41 Park Row, Room 805 Tel. Cortlandt 1574-5

Chicago Office: H. G. MacKay, Mgr. 180 North Wacker Drive Tel. Franklin 3517-8-9

# ROWELL PAPER BOXES



Gold
Stamping

DISTINCTIVE, beautiful gold and color stamping by the Peerless Process is now available in a variety of new ways to meet the needs of American manufacturers of toilet articles.

One of these attractive effects is shown in the accompanying illustration; but we will be glad to submit other ideas to you to demonstrate how this process may be used to enhance the appearance and improve the sales appeal of your package.

E. N. ROWELL CO., INC.

Batavia, N.Y.

### Plain and Fancy Perfumery Glassware

Productions of private and stock mould bottles of distinctive design and decorations.

Sole Agents and Importers

J. P. MEYER & CO., Inc.

209 Washington St., Mount Vernon, N. Y.







No. 501

No. 511

No. 480

No. 489

## Pure White Sun-bleached Beeswax

OUR T. L. brand Pure White Beeswax, Sun Bleached under glass from the highest quality crude yellow beeswax obtainable, is especially suitable for the manufacture of toilet preparations of quality that will keep and will not turn rancid or yellow.

Guaranteed under Food and Drug Act of June 30, 1906. Serial No. 4068.



We also supply
Pure Refined Yellow Beeswax

Write for samples

Theodor Leonhard Wax Co., Inc.

Established 1852

HALEDON, PATERSON, N. J.

Long Distance Telephone: Armory 1690

Department an Perfunct

#### SEALS LABELS AND

Consult us about LABELS or SEALS We Know

Attractive seals help make sales. Ask any manufacturer who uses them. We will be glad to send you booklet with samples.

Seals and labels of every description. Turn down the corner of this page as a reminder to send for a sample booklet of Horn Labels.

John Horn 837-839 Tenth Ave.

### Your VIAL—in stock or we'll make it!



N our big line of stock vials you will find a container to fit your line-or our experts will design one for you.

Glass Products vials must be good—used year after year by many progressive perfumers. Send today on your letterhead for samples and prices

### Glass Products Co.

VINELAND, N. J.

Western Representatives E. MARX COMPANY 208 W. Washington St., Room 520 Chicago, Ill.

IODINE ROD

EROS VIAL With Cork and Rod

Iodine rods fitted with fin-est quality marcon color rubber cork Will fit all standard mal

### Creams and Hair Dressings . In Bulk .

# Perfume Compounds **Toilet Preparations**

Good Quality Reasonable Prices

# RELSO Laby's

5434 Glenwood Ave., Chicago, Ill.



### IVORY BRAND

TRIPLE PRESSED

### STEARIC ACI

Hard - White - Odorless Especially Adapted for Cosmetics and Shaving Creams

### Packed in Convenient Sizes THE PROCTER & GAMBLE CO.

Gwynne Bldg. - Cincinnati, O. Branches and Stocks in all Large Cities

### LIQUID NAIL POLISH



#### AMERICAN BEAUTY CO.

MANUFACTURERS

65-67 Fourth Avenue

NEW YORK

### Ready to Serve You-

Mid-West Representative: Chas. A. Rindell, Inc. 64 W. Randolph St. Chicago, Ill.

R. M. Stevenson 57 Woodward Ave. Detroit, Mich.

Michigan Representative: San Francisco Representative: Alan G. and Charles H. Curry 2350 California Street San Francisco, Cal.

> Special Representative: L. H. Brodrick 475 Fifth Ave. New York, N. Y.

A'CADIA POWDER PUFF CO. 485 East 133d St. New York City

### Manufacturers of

## Disinfectants Sprays Beverages,

etc.—

If your finished product may be milky in appearance, alcohol and other solvents are not necessary. No complicated machinery is necessary.

Lower your costs by using

## Glycopon No. 297

#### Formula

- 1. Mix one part of your perfume compound (or other liquid insoluble in water) with one part of Glycopon No. 297.
- 2. Add slowly with slow stirring three parts of water.
- 3. Then water may be added in any quantity, slowly but with vigorous stirring.

This will give a permanent cloudy or milky emulsion, which will not separate under usual conditions.

Since no inflammable solvents are used the finished products will not burn or explode.

Glycopon No. 297, 55 gal. drums, Glycopon No. 297, 8 lb. sample can, 50c lb.

f.o.b. New York

### Glyco Products Co., Inc.

Bush Terminal Bldg. No. 5 Brooklyn, New York



Conshohocken, Pa.

Machine Made Homeopathic Vials

Quality and Service





A RE your sample cases up to the standard of appearance and efficiency that you demand of your salesmen?

There is real economy in a sample case intelligently designed to show your particular line of samples.

Let us demonstrate how we can

serve your interests.







Varieties



J. N. LIMBERT & CO., Inc. S. W. Cor. Delaware Ave. & South St. **PHILADELPHIA** 





## We Make a Specialty of These Soaps

UNIFORMITY of your LIQUID TOILET SOAP and SHAMPOO will enable you to increase your business.

BUCKEYE BASE SOAP will produce a liquid soap or shampoo that will be uniform in every respect. An exacting chemical analysis insures the uniform composition of these soaps.

LIQUID SHAMPOO SHAMPOO BASE SOAP SHAMPOO PASTE LIQUID TOILET SOAP TOILET BASE SOAP SURGICAL GREEN SOAP

WRITE FOR SAMPLES AND PRICES

THE DAVIES-YOUNG SOAP COMPANY

# Clifton-SHAMPOO

AN EXTRA CONCENTRATED COCONUT OIL SHAMPOO

OPAL-OLIVE, RED, ORANGE & GREEN COLORINGS
FURNISHED GRATIS WITH EACH ORDER

CLIFTON CHEMICAL CO INC



N.Y.C.

### Aluminum Bottles

for Essential Oils, etc. =

ALL sizes, perfectly made aluminum essential oil bottles, imported direct by us. Limited stock of a few sizes ready for immediate delivery.

Attractive prices.

Jars and Glassware for Manufacturers of Toilet Preparations Write for list

Hagerty Brothers & Co.

Established 1849

10 PLATT ST.

NEW YORK, N. Y.

**Better Made** 

\*\*\*\*\*\*\*\*\*

### **Powder Puffs**

for

Vanities & Dusting Powder Packages

> We have satisfied the requirements of the most particular perfumers.

> > LET US SHOW YOU WHY

Furlager Mfg. Co., Inc. 116 West 14th St., New York

"SERVICE VIA THE GOLDEN RULE"

### Faithfully serving the trade since 1877

Creams
of all kinds
Perfumes
Toilet Waters
Shampoos
Face Powders
Sachets, etc.

COMPARISON and demonstration prove Bradley values. The increasing demand verifies it. The satisfaction of thousands confirms it.

Let us send you samples and quotations

Our Specialties:

LEMON CREAM

VIOLET AMMONIA WATER

D. R. BRADLEY & SON

Established 1877

472 West 43rd Street, New York City

In Bulk

Individual Packages

> Buyers' Imprint



## WE SUPPLY THESE BOOKS

American Chemistry (Harrison Hale Ph.D.) American Soap Maker's Guide (Meerbott	\$2.50	Practical Flavorin
& Stanislaus)	10.00	
Chemistry of Essential Oils and Artificial Perfumes (Parry), Vol. I	12.00	Preparation of (Durvelle)
	8.00	Record of Alcoho
Vol. II	2.00	Cardboard cove
Condensed Chemical Dictionary	6.00	
	3.50	Cloth covers, 1
Cyclopedia of Perfumery, Vol. I and II	3.30	Record of Special W. Eddy)
(Parry)	10.00	Cloth Bound, 1.
Flavouring Materials, Natural and Synthetic		Scientific America
(Clarke)	2.85	
Handbuch der Gesamten Parfumerie und		Soap (Simmons)
Kosmetik (Winter) In German	16.50	Soap Making Ma
Handbuch der Kosmetischen Chemie,		Solubilities of In-
(Truttwin) In German*  *Hydrogenation of Oils (Ellis)	12.50 7.50	pounds (Athert
Industrial Chemistry (Rogers)	7.50	Standard Formul
Industrial Chemistry of Fats and Waxes		Synthetic Organi
(Hilditch)	6.00	Twentieth Centur
Manual of the Essence Industry (Walter)	4.00	las and Process
Manual of Toilet Soap-making (Deite)	8.00	U. S. Dispensator
Modern Soaps, Candles and Glycerine (Lam-		
borne)	10.00	U. S. Pharmacop
National Formulary		Volatile Oils (Gi
Perfumery (E. J. Parry)	1.00	Vois. I, II and
Perfumes and Cosmetics (Poucher) Vols.		
I & II	10.00	* New Edition

Practical Flavoring Extracts (Kessler)	\$4.00
For Subscribers to "Spice Mill"	3.00
Preparation of Perfumes and Cosmetics (Durvelle)	8.00
Record of Alcohol (H. W. Eddy) Cardboard covers, 100 pages	2.00
Cloth covers, 150 ruled pages	2.50
Record of Specially Denatured Alcohol (H. W. Eddy)	
Cloth Bound, 150 pages	2.00
Scientific American Cyclopedia of Formulas	5.50
Soap (Simmons)	1.00
Soap Making Manual (Thomssen)	4.00
Solubilities of Inorganic and Organic Compounds (Atherton Seidell, Ph.D.)	8.00
Standard Formulary (Hiss & Ebert)	6.00
Synthetic Organic Compounds (Schotz)	12.00
Twentieth Century Book of Recipes, Formulas and Processes	4.00
U. S. Dispensatory, XXI	15.00
U. S. Pharmacopoeia, X	4.00
Volatile Oils (Gildermeister and Hoffman), Vols. I, II and III (each)	10.00

PERFUMER PUBLISHING CO., 81 Fulton Street, New York City

### American Manufacturers or Established Importers Desiring Sales Agents in Principal Cities— Write to Us

MANUFACTURERS of raw materials, equipment and supplies, selling to the toilet preparations and allied trades who desire sales representatives in any of the principal cities of the United States are invited to write to us in confidence.

We are in touch with sales representatives in the larger cities who now represent one or more manufacturers selling to our trades and who are in a position to add one or more non-competing accounts on a commission basis. If you write to us giving the cities or territories in which you wish to be represented, terms, etc., we will be glad to extend our services without charge to help you secure satisfactory representatives.

Address in Confidence

PERFUMER PUBLISHING CO.

81 Fulton Street

New York, N. Y.

### Face Powder, Body Dusting Powder, Talcum

Filled in Your Own Containers-or

Supplied in Bulk
OUALITY SUPREME

Write for full information

SPOONER, INC., 419 W. 126th STREET, NEW YORK

# VANILLA BEANS

THURSTON & BRAIDICH

27 CLIFF STREET NEW YORK

# LIQUID SHAMPOO

Opat-Olive, Orange, Natural, Strawberry, Tar

Produced from the best of cocoanut oil, absolutely free from alcohol, crystal clear, pleasingly perfumed, the ideal shampoo.

### Shampoo Base Soaps 65%

Natural, Opal-Olive, Green and Tar

### Shampoo Paste Soaps

Natural, Opal-Olive, Mint and Tar

U. S. P. IX and X Green Soap

U. S. P. Castile Soap

WRITE FOR SAMPLES AND PRICES

KRANICH SOAP CO.

54 Richards Street - Brooklyn, N.Y.



# GLASS VIALS

Automatic Machine Made, Are Uniform in Capacity, Corkage, Height and Width

Especially Adapted for the Perfume Trade



KIMBLE VINELAND, N. J.

GLASS CHICAGO, ILL.

COMPANY NEW YORK, N.Y.

Toilet Soaps Cocoa Soaps Floating Soaps **Powdered Soaps** 

Soap Chips Soap Flakes Soap Powder

Toilet Soap Mill Base either tallow or palm oil. all vegetable.

Private Brand Specialists

MANY purchasers of Soap Products come to us feeling that fine quality may be obtained at low prices.

They have not been disappointed.

### CLASSIFIED **ADVERTISEMENTS**

The rates for advertisements in this section are as follows: Business Opportunities, \$1.00 per line per insertion; Situations Wanted and Halp Wanted, 500 per line per insertion. Please send check with copy. Address all communications to

PERFUMER PUB. CO., 81 Fulton St., New York.

#### SITUATIONS WANTED

MANUFACTURING CHEMIST—specializing in Essential Oils, Flavoring Extracts, Cosmetics and allied products, offers his services to firms who want to improve their products and at the same time reduce costs. Address S. W. N. 1861 acres of the improve S. W. No. 1861, care of this journal.

#### HELP WANTED

WANTED: PRACTICAL COSMETIC CHEMIST, experienced in the preparation of cosmetics (powders, creams, lotions, perfumes and compacts), by Cleveland, Ohio, concern. Full details regarding experience in first letter. Opportunity for right man to obtain financial interest without investment. Address H. W. No. 1858, care of this journal.

WANTED: REPRESENTATIVES for California and New England territories, thoroughly acquainted with the Essential Oils and Synthetic Aromatics, for old-established firm. Address H. W. No. 1859, care of this journal.

REPRESENTATIVE WANTED-Chicago territory, by old established house importing essential oils and aromatic chemicals. Address H. W. No. 1860, care of this journal.

(Continued on page 150)

### HEWITT BROS. SOAP CO.

**ESTABLISHED 1884** 

Factories and General Offices

Eastern Sales Office

DAYTON, OHIO NEW YORK CITY

### -Headquarters for -

#### GOOD USED MACHINERY

Overhauled and Rebuilt In Our Shops - Ready to Operate - Immediate Delivery

#### MIXERS AND SIFTERS

2—Day 15 gallon Pony Mixers 2—Day 40 gallon Pony Mixers

belt driven 1-each Day Size A, B, C, Sifters

and Mixers 5-Day Size D Sifters and Mixers 6-Dry Powder Mixers, 300 lb.

1-Broughton Mixer, 1,000 lb.

#### TABLET MACHINES

I each-Stokes Nos. N, O, D Rotary

each Colton Nos. 2B, 3B, No. 2, No. 3 Rotary, No. 4, D

#### FILTER PRESSES

5—12" Shriver Iron 1—18" Internations

International

1—18" International 4—18" Shriver Iron 15—24" Shriver Iron

8-30" Shriver Iron

#### **GLASS LINED TANKS**

10—50 gallon Tanks, open and closed, NEW

10—100 gallon Tanks, open and closed, NEW

1-300 gallon, closed Pfaudler

Tank —500 gallon, Jacketed, Agi-tated Tank.

2—8,700 gallon Vertical Tanks 3—9,000 gallon Pfaudler Horizontal Tanks

#### COPPER TANKS AND STILLS

1-Dbl. Section Heavy Copper, 100 gal. each section

1-200-gal. st. jack. agitated

kettle —275 gal. copper Tank -300 gal. st. jack. Kettle -52" dia. by 42" copper Still

#### **VACUUM PANS**

—100 gallon Copper —300 gallon Copper 1-500 gallon Copper

I—18"x27" Porcelain Lined 1—28"x30" Porcelain Lined 1—30"x30" Porcelain Lined

### SOAP MACHINERY

Complete line of Kettles, Crutchers, Filter Presses, Crutchers, Filter Presses, Grinders, Soap Frames, Soap Mills, Tanks, Pumps, etc.

#### MISCELLANEOUS

I-Colton air Type Tube Filler, motor driven

-Colton Hand Closer, No. 2 1—Day and 1—Stokes, motor driven Powder Fillers

2-World and I-Ermold Labeler

1-12" Ointment Mill, water cooled

1-12" Pressure Ointment Mill, water-cooled

Stokes Mixers, Stokes Granulators, Drug Mills, Etc.

WANTED: SEND US A LIST OF YOUR IDLE MACHINERY

SEND FOR OUR LATEST CIRCULAR.

LET US QUOTE ON YOUR MACHINERY NEEDS

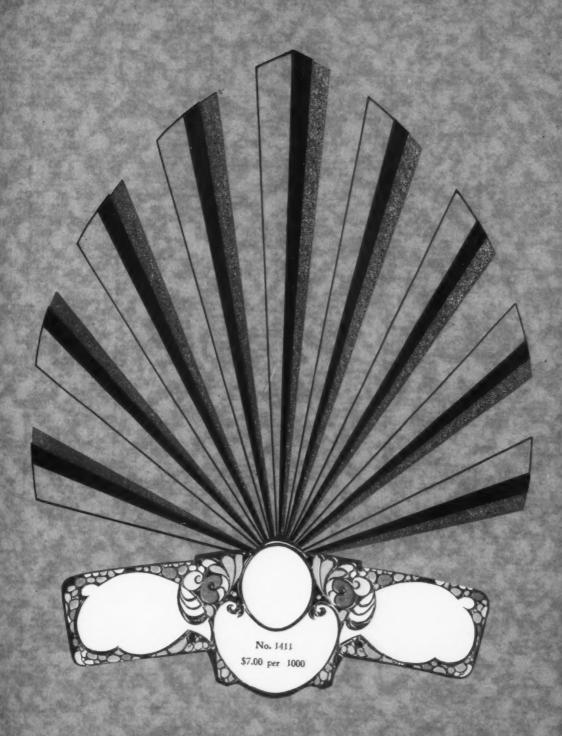
### CONSOLIDATED

PRODUCTS

CO., Inc.
CABLE ADDRESS: EQUIPMENT.
CODE: Bentley and ABC 6th Edition. Inc.

15 PARK ROW, NEW YORK CITY

Barclay 0600



HIENIDIEIRSON LAIBIEILS

ADD RADIANCE TO YOUR CONTAINERS

### 1418 HENDERSON LABELS

Surely you can find just the label you want among the 1418 exclusive Henderson Labels. There are labels of every description and type—labels for bottles, jars, vanities, and powder boxes.

Many of these labels have been printed in as many as eleven different colors and gold.

Just one Henderson Label is shown on the other side of this page. Notice its clearness of color, its uniform embossing, and its accurate outline. Every Henderson Label is a true specimen of "Label Art".

Your container will be proud to wear a Henderson Label. \*Write for the \$2.00 sample book to make your selection, or our artists will design a special label for you.

### The Henderson Lithographing Company

Norwood Station

Cincinnati, -

Ohio

New York Office, 200 Fifth Ave.

Boston Office, 120 Tremont St.

Chicago Office, 5 North Wabash Ave.

The \$2.00 for the sample book will be credited to your first order for Henderson Labels,

# QUINN, BERRAN & CO. ACCOUNTANTS AND AUDITORS

17 EAST 42ND STREET NEW YORK

### A Real Laboratory Service

OUR Laboratory service of manufacturing and packaging complete lines of cosmetics includes the creation of new packages and labels—if you want it to.

Michel Pasquier is as famous for his artistic taste in such matters as he is for his *odors* and *cremes*.

Let us explain the unusual saving which this service can mean to you.

### MICHEL PASQUIER, INC.

260 Fifth Avenue, New York

Cremes - Powders - Lotions

### Back to Quality!

is the demand of women as evidenced by their selections during the recent Christmas Season!

They have the money!

They know quality better than ever.

Give it to them!

For fine puffs, write us.

### BARONET MILLS, Inc.

Factory and Sales Office:

College Point L. I., N. Y.



COLLAPSIBLE TUBES & CONTAINERS

MADERCANADA

ALUMINUM SCREW CAPS, SHAVING STICK BOXES ETC.
FOR YOUR CANADIAN TRADE

### Reliable Equipment

GLASS LINED TANKS -50, 100 gallon Tanks, open and closed, new. -1500 gallon Pfaudler One Piece Tanks.

llon Pfaudler, Tanks. Illon Pfaudler

One Piece Ta 3—9000 gallon Sectional Tan 10—500 gallon

Sectional Tanks

TABLET MACHINES

3-Stokes No. N. O. and Colton No. 2B, 3B, 2, and 3. **MISCELLANEOUS** 

1-Colton Closer No. 2. 2-Labelers, World and

Ermold. 5-Colton 30 and 36" Re-

5—Celton 30 and 36" Revolving Pans.
4—12", 18" Ointment Mills.
3—18 to 36" Pebble and Pot Mills, Emulsifiers, Granulators, Percolators, Centrifugal Rotary

Pumps, 10 Boilers from 3 to 10 H.P.

SOAP MACHINERY

15—12, 18, 24, 30, 36 Iron and Wood; Shriver, Kiefer, International.

#### SIFTERS AND MIXERS

10-Day Powder Mixers. 50 to 6000 lbs.

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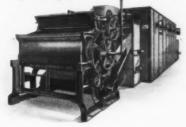
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## \*Yourr Purchasing Agent Makes a Decision

A BYER, purchasing agent of Yourr Chemical Corporation, thoughtfully stroked his chin.

Two papers lay on his desk. Both were quotations from manufacturers of packaging materials. Both were for similar products—metal caps. But, what a difference in prices.

There must be some reason for this, thought A. Byer, as he carefully scrutinized the quotations at several different angles and on both sides of the sheet. It may bear looking into.

Then, remembering that samples had been submitted, these next drew his attention.

Under his trained eye he quickly identified one to be of better quality. This he examined first. The carefully formed knurl, thread and rolled edge; the deep, rich gold lacquer which evenly covered the surface; the odorless, unwarped liner—all received consideration. There were no disappointments in this product.

He next examined the other. The shell was poorly formed; the lacquer pale and watery in appearance; the liner had a distinct gluey smell. Without searching farther, here was good reason for the difference in price.

This difference in price, however, still held a temptation. The saving he could make would look good on his records at the end of the year. But what about loss of time in capping, or loss because of spoiled product? What about loss of sales—directly traceable to unattractive, inefficiently sealed packages?

His failure to provide the factory with efficient and attractive packages would bring down upon his department the severe criticism of production man and sales manager. This had happened before. There had been returned merchandise and considerable annoyance. Was it worth taking a chance?

He looked more intently at the quotations and samples. One was submitted by a company known for their quality of product, promptness of delivery, service and fairness. He was unfamiliar with the methods and policies of the other company, but their product was hardly a recommendation.

Perhaps, this alone was a solution to his problem . . . good! . . . "Miss Bings, take an order . . . ."



\*Yourr Chemical Corporation is an imaginary organization. Its buying, manufacturing and sales problems, however, are very real. Its problems are very likely your problems.

Stories about the plant, the products and the executives of Yourr Chemical Corporation will appear each month in this publication. We believe you will find them interesting and entertaining—perhaps, even helpful.

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